Board of Trade Journal

Volume 184, No. 3458 28 June 1963

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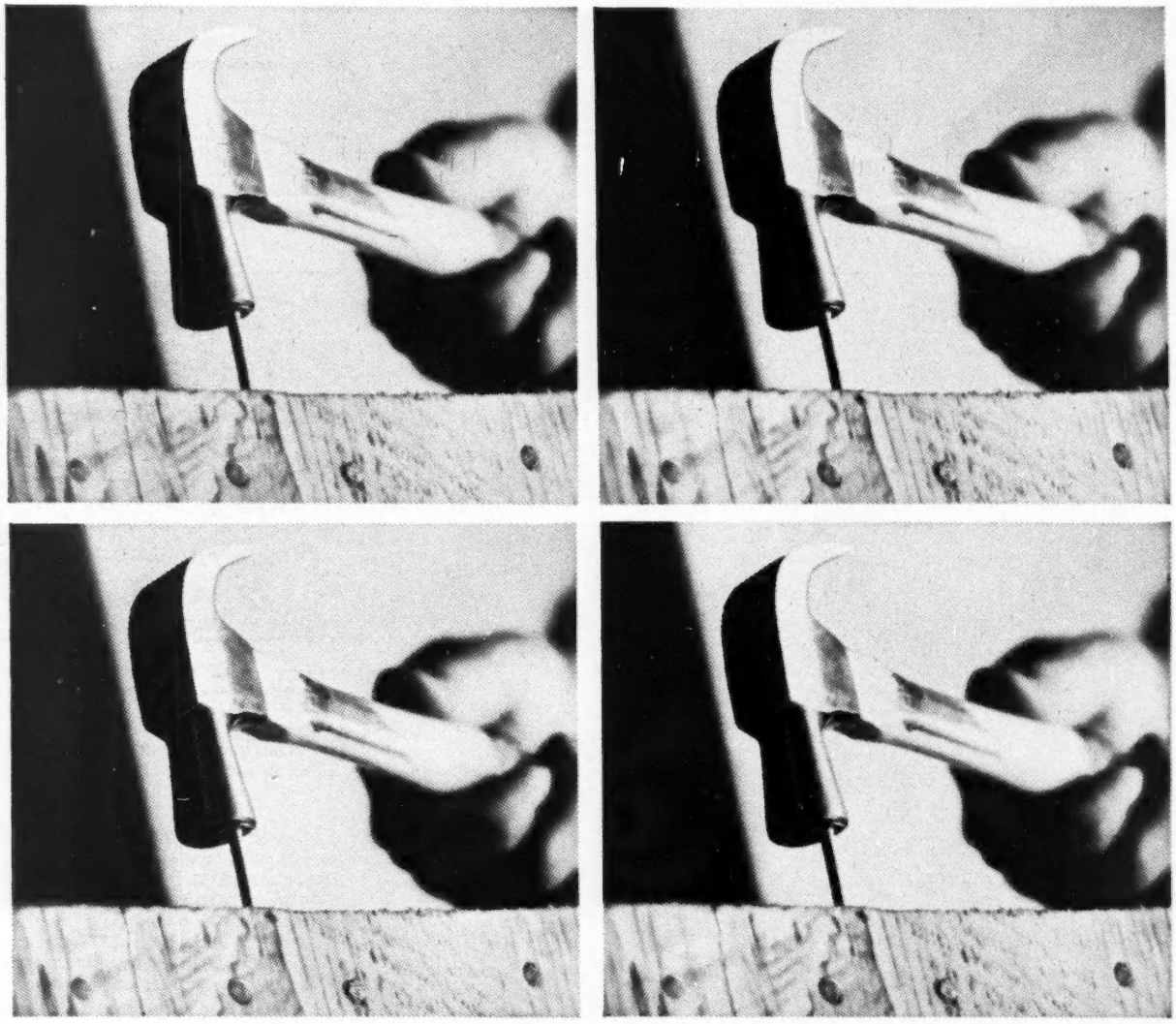

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Panama as a Market for British Goods and Capital

By G. L. Bullard, First Secretary (Commercial), H. M. Embassy, Panama

Plaza 5 de Mayo, heart of Panama City's shopping district. The International Hotel is on the left, and Central Avenue on the right. The Hillman taxis (one can be seen in the centre of the photograph), are a well-known city feature.

PANAMA IS A COUNTRY about the size of Scotland, with a population of just over a million, of whom a third are to be found in or near the cities of Panama and Colon, at opposite ends of the Panama Canal. Three-quarters of the population are of mixed blood; the remainder are Indians, negroes, whites, and a few Asiatics, mostly Chinese.

Her budget for 1963 is $77·2m., of which one quarter is to be spent on education, and another quarter on public works, health and social security. She has no army, navy or air force, and thus no defence expenditure; no heavy industry, except for an oil refinery and two cement plants, and little light industry. She therefore has to import nearly all the manufactured goods she wants.

In return she can offer agricultural products like bananas, coffee and citrus fruits, shrimps, timber and hides. She has no oil, in spite of valiant efforts to discover some, and no minerals. Not surprisingly, therefore, she has a huge trade deficit, both overall and with individual trading countries. The overall deficit in 1962 was considerably larger than the national budget.

Stable and Expansive

So far from being bankrupt, however, Panama is economically both stable and expansive; her gross national product was up by 5·4 per cent last year, the third highest figure in Latin America. The main reason for this apparent paradox is the indirect income she receives from the Panama Canal: wages paid by the Canal Company to Panamanians working in the Canal Zone, contracts placed by the Company with Panamanian firms, and money spent in the Republic by United States servicemen and civilians.

The rest of the deficit is made up from sources such as Panama's merchant navy, from the expenditure of tourists, transit passengers, and the crews of ships using the Canal, and from the activities in Panama of foreign companies, most of which are United States-

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Front Cover Photograph

Flaring off gas in the oilfields of the Basrah Petroleum Co., in Iraq. Today increased quantities of this gas are being diverted to industrial and domestic uses and it is in this area that most of the 1,260 b.h.p. Ruston 'TA' gas turbines operate, pumping crude oil to the gathering centres and from the refineries to the loading terminals; driving generators and fresh water pumps. There are 80 Ruston turbines operating in the Middle East oil zones.

owned. In addition the United States makes an annual grant of about $2m. as rent for the Canal Zone.

It follows naturally that the Panamanian market is dominated by United States goods and capital. The United States in fact provides more than 50 per cent of Panama's imports, and takes 90 per cent. of her exports; and though in 1962 the former figure was down a little compared with that of previous years, no rival is likely to replace the United States as Panama's major source of supply.

However, after the United States, Britain has perhaps more at stake in Panama than any other foreign country. We are among the biggest users of the Canal, both in numbers of ships and in value of tolls paid. We are also Panama's second biggest supplier, coming slightly ahead, on present figures, of Western Germany and Japan.

The value of British exports is not great – in 1962 it was £4¼m. (of which £1.1m. came from 'beverages' (mostly whisky and gin in this instance) and a further £¼m. from motor vehicles), but it is steadily increasing as the standard of living in Panama rises. Moreover there are several fields where, in the view of people on the spot, the British exporter could get a larger share of the existing market.

Items Being Undersold

A survey of the major shops in the capital carried out last year by the Commercial Department of the British Embassy produced the tentative conclusion that the following items are being undersold:

(a) Textiles, particularly light-weight cottons. Here there is competition at the lowest level with Japanese piece-goods selling for as little as 30 cents a yard retail, but in the middle range there is a sizeable and expanding market of which Britain's present share (about 4½ per cent. in terms of value) is less than it might be.

(b) Non-perishable foodstuffs, like sauces, preserves, soups, tinned meat, tinned fruit; and British specialities like biscuits and chocolate. The super-market business is flourishing in Panama, and there is a quick turn-over of inexpensive, gaily packed products.

(c) Toys. Panamanians are very generous and affectionate to children, and spend disproportionately on them. The few British toys on sale in Panama, like the cars in the Triang range, and Britain's soldiers, are extremely popular, both for their cheapness and their durability, but there are not enough of them to satisfy the demand.

(d) Hardware – cutlery, hand tools, garden implements, paraffin lamps, nails, screws, household fittings, and so on. The competition is strong, particularly from Sweden, the United States, Western Germany and Belgium, but there is a market for the right stuff.

(e) Books and stationer's requisites: ink, pencils, paper, and so forth. Education in Panama is compulsory up to the age of 14, and the literacy rate is therefore high. In addition, English is the compulsory second language in the schools, and there is a demand for cheap books in English which is to some extent, though not completely, filled by the United States.

(f) Chemists's sundries: soap, toothpaste, talcum powder, and household medical items like sticking-plaster, cotton wool, and over-the-counter drugs.

(g) Luxury goods: bone china, leather goods, suit lengths, cashmeres and so forth, for sale to a limited number of wealthy Panamanians, to tourists off the ocean liners, and to North American residents of the Canal Zone. (There can be no direct sales of British goods to the Canal Zone. By agreement between the United States and Panama all goods of third-country origin sold in the Zone must pass through either the United States or Panama, and must pay the appropriate duty).

This list, while not exhaustive, gives some idea of the kind of goods Panama wants to buy from Britain. It contains no raw materials (naturally enough, since Panama has few factories) and no heavy machinery. Just consumer goods – as one might expect from a country which offers the best shopping between Mexico City and Bogota, a distance of over 2,000 miles, or as far as from London to Cairo.

What are the disadvantages of Panama as a market? The main one is its small size, which limits both the number of good agents

Some of the twelve electric towing locomotives which are used to provide the towing power in the Panama Canal locks for the British passenger liner S.S. *Canberra*, waiting for lines as the liner prepares to enter Pedro Miguel Locks

and the return the exporter can hope for from his initial investment. No one can pretend that Panama, or indeed Central America as a whole, has a purchasing power comparable to that of Europe or the Commonwealth.

A Very Good Jumping-off Point

What can be said, however, is that if a firm is looking for new markets, and if Latin America has been thought of as a possibility, Panama is a very good jumping-off point. She has one of the highest standards of living in the area. Her links with the United States have given her an insight into Western trading methods, and have taught most of her leading businessmen and officials a good command of English. Her finances are stable, since she is part of the dollar area – indeed she uses the dollar, having as yet no paper money of her own. Communications, both by air and sea, are excellent.

Tariffs are low on all goods not made locally, and there are no exchange difficulties. Finally, and perhaps most important of all, the country is politically as well as economically stable. There have been no unconstitutional changes of government for over ten years, and there is every reason to hope that the 'social and economic revolution' which most Panamanians, whatever their political allegiance, seem to agree is needed, will be achieved without violence. Large sums have been paid or promised to Panama as grants or loans under President Kennedy's 'Alliance for Progress' scheme, and more will shortly be forthcoming for projects being financed by the United Nations, the World Bank, and other similar bodies.

These projects are too numerous to be listed here, but they include housing schemes, the building of feeder roads, schools and hospitals, the construction of a dam and hydro-electric plant in the Bayano Valley, some 75 miles from Panama City, the replacement of the capital's present system of water and sewage pipes, and many other projects designed to improve the lot of the average Panamanian. Where the funds for such projects are not tied to the donor country, there will be opportunities for British firms to compete. Details can be obtained from the Commercial Department of the British Embassy.

The Colon Free Zone

No article about the opportunities offered by Panama to British businessmen would be complete without a word on the Colon Free Zone. Due to her geographical position, Panama has always been a trading rather than a producing country; her invisible exports and re-exports have always provided her with the bulk of her foreign exchange.

In the days of the *conquistadores* the Isthmus provided Spain with convenient access to the riches of the Inca Empire. In modern times, since the Panama Canal was opened in 1914, shipping from all over the world has converged upon this small country; last year there were more than 12,000 transits of the Canal.

The most recent venture in this tradition, however, has been the work of the Panamanian Government. The Colon Free Zone, established in June 1948 after a study made by the United States Foreign Trade Zone Board, and starting operations in 1953, has expanded rapidly until it now handles more than 177 million dollars' worth of goods a year.

Incoming and outgoing cargo handled by Colon Free Zone

1954	64,675,497	1958	76,312,014
1955	55,612,324	1959	108,966,333
1956	64,404,658	1960	131,447,888
1957	63,457,685	1961	156,365,241
	1962	177,414,110	

What exactly is the Colon Free Zone? In the terms of the 1948 Decree: 'An autonomous institution of the Republic of Panama' which carries on the 'importing, storing, exhibiting, packing, unpacking, manufacturing, filling, assembling, refining, purifying, mixing, transforming and, in general the operation and manipulation of all kinds of merchandise, products, raw materials, containers and other commercial goods'. In practice it is an enclosed area of about 96 acres, with no resident population and no retail trade, into which goods may be brought and in which they may be stored free of duties, taxes or consular charges.

The Free Zone lies at the south-east corner of the town of Colon, the second largest in Panama (Present population about 60,000), at the Atlantic end of the Panama Canal. From the outside it looks like any other collection of modern warehouses, surrounded by a high wire fence. Inside, once the visitor has passed the police and customs guards at the gate, he finds himself in a network of identical-looking streets, with only the occasional familiar name – Kodak, Firestone, Coca-Cola, Parke Davis, Gillette – to give him his bearings.

To the east lie the shallow waters of Coco Solo Bay: the deep-water piers used by the Free Zone are about half a mile away in the other direction, in the United States-run port of Cristobal. To the south-east lies some vacant land, on which the Free Zone Management has its eye, since the need for expansion is already urgent. At this end of the Zone are to be found the offices and warehouse of Joseph Lucas (America Latina) S.A., the only British firm so far to have taken advantage of the services the Zone provides.

Free Zone Trading Advantages

What exactly are these services? First of all, those provided by Panama's geographical position. Many countries can claim, by judicious map-making, to be The Cross-roads of the World. In Panama's case, however, this claim has some justification. Her services to world shipping have already been mentioned. It is less well known that she is a centre for short-range coastal trading throughout the Caribbean, Central America, and the northern countries of South America, particularly Venezuela and Colombia. In addition, the majority of airlines flying between the United States and South America call at Panama's Tocumen Airport, where landing fees and the cost of fuel are relatively low. This airport is about an hour's drive from the Free Zone over a good concrete road.

Secondly there is the advantage provided by the Free Zone's proximity to the markets it serves. Supplying the Latin American countries from the other side of the Atlantic can be a tiresome business for the European exporter, quite apart from imponderables like dock strikes, or severe winters.

More and more of these exporters, not only in Europe but in the United States and Japan also, are taking advantage of the storage facilities the Free Zone provides to bring their supplies, their salesmen, and sometimes even their headquarters, nearer to the customer. The retailers and agents like this. It cuts down the delays from which orders normally suffer and means that they themselves do not have to carry such large stocks – an important factor in the tropics, where merchandise deteriorates more rapidly than in Britain.

A third advantage concerns labour. Wages in Panama are not high by United States or European standards, and there is no shortage of labour. In addition there is the widespread knowledge of

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Panama as a Market for British Goods and Capital (*Continued*)

English already mentioned, which simplifies recruitment and training.

A fourth advantage is the economic stability of Panama, already referred to. She has one of the highest per capita incomes in Latin America, as well as one of the highest literacy rates. Her finances are stable, and there is little inflation, since her currency is tied to the dollar. The Canal Zone, though it has sometimes been the cause of political trouble, exercises a powerful influence in favour of economic stability. Apart from the $2m. annuity, about $70m. is spent annually by the Canal Company and the Canal Zone Government in wages, contracts and local purchases. This figure appears to be increasing; indeed Panama's economy as a whole is expanding, and her imports have gone up by 25 per cent over the period 1957-61.

Coupled with economic stability are Panama's advantages as a free trading nation. Her laws have always been designed to attract foreign investors; there are no exchange controls or restrictions, and the minimum of import regulations. Within the Free Zone these advantages are further strengthened. A Free Zone company pays only 10 per cent of Panamanian income tax on profits earned on sales outside the Republic. In terms of cash this would mean a tax payment of $45 on a re-export income of $100,000.

Moreover a company manufacturing in the Colon Free Zone under a concession contract pays no taxes on export income. There are no municipal taxes on goods entering or leaving the Free Zone, or stored therein, or on commercial operations carried on in the Zone. There are no taxes, either municipal or national, on invested capital, dividends or remittances abroad, nor is there any tax on capital gains when the property or securities sold have been owned for more than two years.

Firms wishing to avail themselves of the Free Zone's services may do so in a variety of ways. They can build their own warehouses on land leased from the Zone at a cost of 15 cents per square metre per month, or the Zone will build the warehouse to the lessee's specifications. The Pfizer Corporation, for example, find it economic and convenient to follow this latter method. They import drugs into the Free Zone in bulk, and use Panamanian labour for their packing and labelling operations.

For those who dislike both these ideas but still want exclusive occupancy of a building or part of a building, the Zone has warehouses which it lets out at from 65 to 75 cents per square metre per year, depending on the size of the space rented and the length of the lease. Under this scheme the minimum space that can be rented is 200 square metres, but smaller areas can be rented in one of the 'public' warehouses, owned and operated by the Free Zone, where goods can be stored, packed and shipped at a general cargo rate of $1.50 a ton per month, plus a further charge of $1.50 a ton (lump sum) to cover handling and insurance. Air-conditioned space is available at extra cost.

The would-be entrant to the Free Zone also has a choice of approaches when it comes to making the legal and financial arrangements for his operations. He may set up a Panamanian subsidiary of his current corporation; or a Panamanian corporation (being in the Free Zone does not affect his rights under Panamanian law in this respect); or if he already has United States connections, a Western Hemisphere Trading Corporation, that is to say a company organized in the United States to conduct business outside the United States but within the Western Hemisphere. Again, a company not wishing to enter the Free Zone personally may use the services provided by the Zone to supervise all the details normally handled by management, such as office work, accounts, correspondence, packing, despatch and so forth. A British company should bear in mind, however, that there may be difficulties in regard to Commonwealth Preference for goods sent from the Free Zone to Commonwealth countries.

Apart from its services to exporters, the Free Zone has many outside interests, The Manager of the Zone, Sr. Bazan, is a Deputy for the City of Colon and one of the Republic's two Vice-Presidents, and his Board of Directors includes some prominent local businessmen. They are already showing interest in a plan to expand the port area of Cristobal so as to give the Zone access to bonded warehouses at the dock side, as well as to another 48 acres of building land. The first light industries are shortly to be set up inside the Free Zone, with the opening of a printing plant and a factory producing pre-fabricated aluminium buildings.

Elsewhere in Panama the Free Zone are proposing to finance the building of a textile mill (at present all textiles sold in Panama are foreign-made) and a trans-Isthmian oil pipeline, which is designed to do away with tanker traffic through the Canal. The town of Colon, which went through a difficult time after the Second World War with the departure of United States troops and installations, will certainly benefit from these changes, though there have already been signs of economic improvement in the opening last year of a new $30m. oil refinery at Las Minas Bay, a few miles from Colon.

The British firm of Ultramar have a one-third interest in this refinery. Other British firms established in the Republic, or with subsidaries here, include Rootes Motors, the Rank Organization, Shell, British-American Tobacco, and the advertising firm of Colman, Prentis and Varley Ltd.

Visitors from Chile

ING. ENRIQUE FERNANDEZ and Ing. Guillermo Herman of the Construction Department of ENDESA, the Chilean national electricity authority, are due to arrive in London on June 29 for a short visit as guests of the Board of Trade. During their stay they will visit the International Construction Equipment Exhibition at Crystal Palace and meet industrialists.

UK Visit of Colombian Bank Director

DOCTOR ENRIQUE Roldan Lemos, Deputy Director-General of the Colombian Caja de Credito Agrario Industrial y Minero, is visiting Britain from June 27 to July 9 as the guest of H.M. Government.

The Board of Trade have arranged a programme of visits and discussions which will enable him to meet a representative section of British industry and commerce.

Unemployment Problems of Northern Ireland a National Responsibility

— Mr. Frederick Erroll

SPEAKING before the stone-laying ceremony at the new Michelin tyre-making plant at Belfast on June 21, Mr. Frederick Erroll, President of the Board of Trade, said: 'It cannot be emphasized too strongly that the problems of Northern Ireland and of other areas of persistent unemployment in the country are a national responsibility and have their repercussions on the country as a whole. The nation is poorer for the under-employment of its resources–and particularly its human resources–wherever that occurs. The fact that this under-employment tends to be concentrated in certain areas, simply throws an undeserved burden on the people living there.'

The President said that an important consequence of this unevenness of economic development in different parts of the country, was the difficulty it made for the Government in trying to create the right conditions for a steady growth in the economy as a whole. The impact of general measures having this end in view may vary widely between the unemployment area and one where labour is scarce. What is right for one may be quite out of proportion for the other.

He continued: 'It is our aim to try to iron out these regional disparities by restricting industrial development in the already congested conurbations and by persuading firms to go to areas in greater need of more industry. We are at present engaged in seeing a considerable number of firms and discussing with them the possibility of setting up in these areas.

'Leaving aside the economic arguments for a better distribution of industry, it would clearly not be right in any case, just to let large and old established communities decline. Some migration will take place willy-nilly, but not every man out of a job can be expected to break ties of place and family to move to another part of the country where he might hope to find employment.'

Good Management The Key to Industrial Efficiency

— Lord Derwent

'GOOD MANAGEMENT can with some justification be regarded as the key of the whole complex of industrial efficiency' said Lord Derwent, Minister of State, Board of Trade, when he spoke at the banquet of the annual conference of the Institute of Works Management at Scarborough on June 22.

The Minister said that the one factor in common between the firms that had made the success stories of modern industry was first-class management. 'It is no good having highly skilled labour, the latest automatic plant and the most fertile research department if you have not got what it takes at the top to get the best out of them. The manager needs all the help he can get to equip himself for his vital and difficult task. We are hearing a good deal at the moment about management education and, although views differ on the details of what is most badly needed, the fact that the need for specialized training and education at managerial level is generally accepted is something that must be very welcome to us all.'

Lord Derwent said that each firm should ask itself what it should be doing to raise its own standards, whether by the application of new accountancy methods, marketing projects, quality control, new processes, or the improvement of communication between management and workers. All this is impossible without the fullest possible co-operation between both sides of industry, and the combined efforts of employers and workers together. 'I need not remind you of the importance which the trade union movement attaches to the concept of increased productivity, and the part it is playing in making the productivity movement and National Productivity Year a success. But it is on the factory floor of the individual firm that these aspirations must be carried through,' he added.

'Board of Trade "Bullish" About Exports to Europe'

— Mr. David Price

WE DO NOT count the breakdown of the Brussels negotiations as the last word in the story of Britain claiming her place and doing her duty in Europe,' said Mr. David Price, Parliamentary Secretary, Board of Trade, at the British Chamber of Commerce lunch in Bordeaux on June 25. He continued: 'Of course, for the purposes of planning current trade and current production we must work on the premise that we shall remain outside the European Economic Community – although I need not remind you that we are members of the European Free Trade Association which is going ahead apace, harmoniously and efficiently.

'The recent breakdown in our negotiations to join the European Economic Community is a temporary setback in a long story – at least to those of us who are building for the future. The larger Europe must emerge one day as a cohesive entity. By geography, history, culture, economics and sheer self-interest, we are bound eventually to succeed.'

The Parliamentary Secretary went on to say that we must keep closely in touch with the European Economic Community, and we shall do this by strengthening our Permanent Delegation in Brussels and, through our common membership of the OECD, WEU and the Council of Europe. We should avoid developments of national policy which would damage each other's interests or increase those differences between us which might make future membership more difficult.

'The breakdown of the Brussels negotiations has not turned us away from trading as energetically and as enthusiastically as we can with France and with the other members of the European Community,' said the Parliamentary Secretary. 'In spite of the apparent loss of opportunity represented by our not joining the Community, we in the Board of Trade are "bullish" about our export prospects to Continental Europe. In support of this proposition I appeal to the record.'

The Parliamentary Secretary reported that our exports to the member countries of the Community have grown dramatically during the last three years from over £520m., or 15 per cent of our total world exports in 1960, to £720m., or 19 per cent in 1962. 'This shows,' he said, that determined salesmanship can surmount the obstacle of tariff disadvantages. If, as we expect, economic expansion within the Community continues, there will be ample scope for developing this great market still further. I see no reasons, therefore, why our trade with Europe should not continue to expand.'

Mr. John Harvey, M.P. (centre), seen during his recent visit to the Red Lion Distillery, London, of Booths Distilleries Ltd., on behalf of Mr. Alan Green, Minister of State, Board of Trade. At the present time over 14 per cent of the distillation of pure grain gin at the Red Lion Distillery is sent abroad. Apart from this the firm's overseas production of gin is already running at a rate in excess of five million bottles a year. With Mr. Harvey are Mr. M. B. Henderson (right), managing director, and Mr. B. Lang, export director.

Visit of Algerian Minister of Industrialization and Power

AT THE INVITATION of Mr. Frederick Erroll, President of the Board of Trade, M. Laroussi Khelifa, Minister of Industrialization and Power in Algeria, is visiting Britain from June 20 to June 29 as a guest of Her Majesty's Government. He is accompanied by M. Hamida Mesetari, *charge de mission* in the Ministry of the Interior, M. Kamel Sakker, Deputy and Member of the National Assembly Committee for Industrialization, Power and Commerce, M. Mohammed Oussab, Deputy Director of Industrialization and Power, and M. André Beckouche, *chef de division* in the Directorate of Industrialization. M. Khelifa is having talks with the President of the Board of Trade and other British Ministers.

The Minister attended the launching of the first tanker bringing liquefied methane from Algeria to Britain on Saturday, June 22. His programme also includes visits to, and discussions with British firms particularly interested in Algerian development plans, and a reception in his honour given by the Middle East Association and the Council for Middle East Trade.

Increase in European and U.S. Visitors to Britain in April

MORE THAN 161,000 overseas visitors came to Britain in April, 6 per cent more than in the same month last year, reports the British Travel and Holidays Association. The April arrivals brought the total number of overseas visitors coming to Britain in the first four months of this year to 398,000, which represented a rise of 4 per cent on the period.

Visitors from Europe in April numbered 79,200. This was an increase of 5 per cent on the same month last year, and brought the number of arrivals from the Continent in the January-to-April period to 191,000 – an increase of 8 per cent. The numbers of visitors from the United States in April rose by 7 per cent to 32,900, bringing total United States arrivals in the first four months of the year to 76,300, which was an increase of 1 per cent.

Two New Members of the Consumer Council

The names of two new members of the Consumer Council were announced in Parliament on June 19 by Mr. David Price, Parliamentary Secretary, Board of Trade. They are Mr. Aubrey L. Diamond, chairman of the National Federation of Consumer Groups, Member of the Consumer Advisory Council of British Standards Institution and a member of the Committee of the Advertising Inquiry Council Ltd., Joint Author of 'The Consumer and the Law' (Co-operative Union Ltd., 1960), and Mrs. Felicia Palmer, housewife and journalist. From 1952-1960 Mrs. Palmer was on the staff of Woman's Page of the Daily Telegraph, and wrote many feature articles on consumer topics. She still does occasional free-lance journalism.

Shipbuilding Credit Advisory Committee

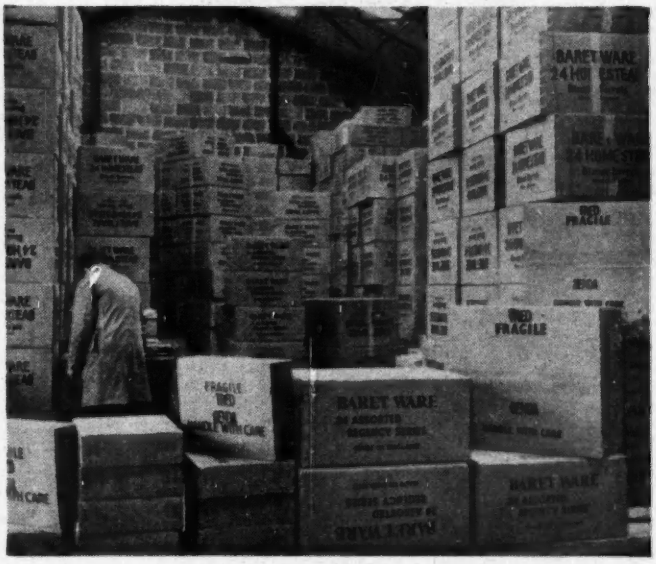
MR. ERNEST MARPLES, Minister of Transport, has appointed Mr. Henry Dumas as a member of the Shipbuilding Credit Advisory Committee which is to advise him on loans to British shipowners under the scheme to make credit available for financing new orders for British shipyards.

Mr. Dumas is a Director of Willis Faber and Dumas Ltd., insurance brokers, and the Minister's Honorary Adviser on Marine Insurance.

Export Production – 42 per cent.

Servis Recorders Limited, Gloucester, who recently secured an order from Egypt for 450 recording instruments, mainly for the Egyptian Ministry of Agriculture, report that their exports so far this year account for 42 per cent of their total production.

Welsh Firm's Export Success



Preparing goods for export at the Newport, Mon., works of I. D. Baret & Co. Ltd. The firm, manufacturers of decorated metal serving trays, waste paper bins, biscuit barrels and metal boxes, only came into operation in October, 1961, and in the first five months of this year 67 per cent of their total sales were made to some 26 overseas countries.

Photo : *South Wales Argus*

FBI Report Considers Sudan's Ten Year Plan

In a new booklet published by the Federation of British Industries it is suggested that the Sudan offers many opportunities to British industry to get a place in the sun, particularly in the supply of capital equipment. The booklet is the report of an FBI mission which visited the Sudan in March.

The report considers the Sudanese Government's ten year plan to be both practical and realistic. It draws attention to the fact that the Government, while emphasising the development of agriculture also proposes a considerable expansion of industry. British investment is welcomed.

The five man mission – the first from British industry since the Sudan became independent – was led by Mr. E. J. Langford, Overseas Controller of I.C.I.

Sudan's Ten Year Plan is published by the FBI 21 Tothill Street, London, S.W.1., price 6s.

Revised Post Office Charges

THE GENERAL POST OFFICE announce that the changes in overseas postage rates and in the charges for Ship-Shore Radiotelephone calls announced on March 19 come into force on July 1.

The overseas postal services affected are: Surface Printed Papers (including periodicals, magazines, etc., at present eligible for transmission to Canada at Magazine Post rates); Surface Commercial Papers; Surface Packets and Samples; Surface Parcels; Registration and Insurance; Air Mail Commercial Papers and Small Packets (minimum charges only).

Full details are available at Post Offices.

Export Handbook

The Engineering Industries Association, 9 Seymour Street, London, S.W.1, have published 'Export', a handbook of export procedure (price 7s. 6d.). It is not intended as an elaborate treatise on the advanced technique of trading overseas but as a presentation of export business procedure in progressive sequence.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by July 12, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	*iso*Butylbenzene	Iso Butyl Benzene	December 31, 1963	6147
29.35	2-(1-Aminoethyl)-3:4-di (hydroxymethyl) furan hydrochloride.	2-(a-Aminoethyl)-3,4-bis (hydroxymethyl)-furan hydrochloride.	December 31, 1963	6197
32.07	Mixtures consisting wholly of inorganic substances, containing not less than 94% by weight of titanium dioxide and not more than 50 parts per million by weight of lead calculated as Pb. *Note:* The following item is a readvertisement under a revised definition of an application originally advertised in the *Board of Trade Journal* of October 19, 1962:	Titanium dioxide	December 31, 1963	5591
76.03	Aluminium discs, of a minimum value of 8s. per lb., not less than 6 inches nor more than 18 inches in diameter and not less than 0·033 inch nor more than 0·036 inch in thickness and which, when either face is placed on a flat surface, do not deviate from the flat by more than 0·010 inch at any point.	Aluminium discs	December 31, 1963	5742

Temporary Purchase Tax Exemption on Some Drugs and Medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 3) Direction, 1963, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which became operative from June 26, is to make the following additions and extension to the Schedule to the Purchase Tax (No. 2) Order, 1961.

The Additions

To Head II of the Schedule

Carbarsone prepared for veterinary use;

To Head III of the Schedule

Cropropamide mixed with crotethamide;

Phenbutrazate hydrochloride mixed with phenmetrazine theoclate;

The Extension

To Head II in the entry relating to "Aluminum sodium silicate mixed with an extract of belladonna", the addition, after "belladonna" of "whether or not also mixed with amylobarbitone and ascorbic acid".

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Purchase Tax Exemption on Some Children's Hose

THE COMMISSIONERS of Customs and Excise have had under review the qualifications for exemption from Purchase Tax of young children's socks and other hose, taking into account the use of stretchable materials.

After consultation with trade associations, the Commissioners have decided to amend, as indicated below, items B.16, G.14 and G.15 in the Schedule to Notice No. 78A. The amendments will come into effect on July 1.

Items B.16, G.14 and G.15 as at present.

Garment	Measurement of garment not to exceed	Method of measurement
B.16 (a) Knicker hose, ¾ hose, ½ hose	(a) 9½ in. foot length	*For seamless hose and socks.* Measure from the tip of the toe to the point at which the extension of the narrowing (i.e., the turning) line meets the back of the heel. *For fully fashioned hose and socks.* Measure from the tip of the toe to the point at which the extension of a line joining the toe and the third fashioning mark from the bottom would meet the back of the heel.
(b) Ankle socks:		
(i) Stretchable ankle socks, e.g., those of crepe or crimped nylon.	(i) 7½in. foot length	
(ii) Other ankle socks	(ii) 8½ in. foot length	
G.14 Gym stockings, ¾ hose	9½ in. foot length	
G.15 (a) Other stockings and socks except ankle socks.	(a) 8½ in. foot length	
(b) Ankle socks:		
(i) Stretchable ankle socks, e.g., those of crepe or crimped nylon.	(i) 7½ in. foot length	
(ii) Other ankle socks	(ii) 8½ in. foot length	

Items B.16, G.14 and G.15 as from July 1, 1963

B.16 (a) Stretchable hose made of, e.g., crepe or crimped yarns.	(a) 7½ in. foot length	*For seamless hose and socks.* Measure from the tip of the toe to the point at which the extension of the narrowing (i.e., the turning) line meets the back of the heel. *For fully fashioned hose and socks.* Measure from the tip of the toe to the point at which the extension of a line joining the toe and the third fashioning mark from the bottom would meet the back of the heel.
(b) Non-stretchable hose:		
(i) Ankle socks with turnover tops.	(i) 8½ in. foot length.	
(ii) Other hose	(ii) 9½ in. foot length.	
G.14 (a) Gym stockings	(a) 9½ in. foot length.	
(b) Other stockings	(b) 8½ in. foot length.	
G.15 (a) Stretchable socks made of, e.g., crepe or crimped yarns.	(a) 7½ in. foot length.	
(b) Non-stretchable socks:		
(i) ¾ hose	(i) 9½ in. foot length.	
(ii) Other socks	(ii) 8½ in. foot length	

Purchase Tax on Electric Exhaust Fans

THE COMMISSIONERS of Customs and Excise have reviewed the liability to purchase tax of electric exhaust fans in the light of their increased domestic use in recent years, and have decided that, with effect from September 1, the following must be regarded as taxable at the rate of 25 per cent of their wholesale value under Group 12(b) of the Purchase Tax Schedule, viz:

(a) propeller and axial flow fans designed for window mounting and having a blade sweep of less than 9in. diameter;

(b) any other electric exhaust fans which are held out specifically for domestic use.

Application for Re-imposition of Import Duty on Plastic Topped Cork Stoppers

THE BOARD OF TRADE gave notice on June 26 that they are considering an application for the re-imposition of the 10 per cent import duty on plastic topped cork stoppers.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1. not later than July 22, 1963.

Marking of Imported Watch Straps

THE BOARD OF TRADE announced on June 19, that, in pursuance of Section 7 of the Merchandise Marks Act, 1926, a Draft Order in Council (Draft of the Merchandise Marks (Imported Goods) No. 3 Order, 1963) was laid before Parliament on June 19, 1963. This Draft Order which is being made on the recommendation of the Merchandise Marks Standing Committee, requires imported watch straps and similar articles, whether or not requiring any further process of manufacture or assembly, to bear an indication of origin at the time of importation and sale and exposure for sale in the United Kingdom.

The Draft Order is intended to replace the Merchandise Marks (Imported Goods) No. 1 Order, 1939 (S.R. & O. 1939 No. 294) and to extend the provisions of that Order by requiring the marking of (i) goods which may need further process of manufacture or assembly and (ii) goods which are attached to watches, unless they are already attached to watches at the time of importation. It also provides additional methods of marking.

Copies of the Draft Order can be obtained from H.M. Stationery Office, price 3d., by post 5½d.

NOTE:

The Report of the Standing Committee was published as a Command Paper (Cmnd. 1969) on March 14, 1963.

Imports of Pears from Dollar and Relaxation Areas and Japan

THE BOARD OF TRADE in Notice to Importers No. 1039 dated June 28 announces that the quota for imports of fresh pears from the Relaxation and Dollar Areas for the twelve months from July 1, 1963 to June 30, 1964 is being repeated at 560,000 cwts. Japan is now included in the quota area.

The Board of Trade are now scrutinising the returns of imports from previous licence holders and from newcomers submitted in response to Notice to Importers No. 1037 and they regret that they may be unable to issue licences before the third week of July. In the meantime, however, previous licence holders under the fresh pears quota who have utilised their licences up to 80 per cent in the years 1960/1962 may safely conclude contracts up to 75 per cent of their previous allocation.

Any previous licence holders who utilized their licences as indicated in paragraph 2, and who did not submit applications when they submitted the returns called for under Notice to Importers No. 1037 should now send them to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of Apples from Dollar and Relaxation Areas and Japan

THE BOARD OF TRADE in Notice to Importers No. 1038 dated June 28, announce that the quota for imports of fresh apples from Dollar and Relaxation Areas for the period July 1, 1963 to December 31, 1963 is being repeated at 304,000 cwts. Japan is now included in the quota area.

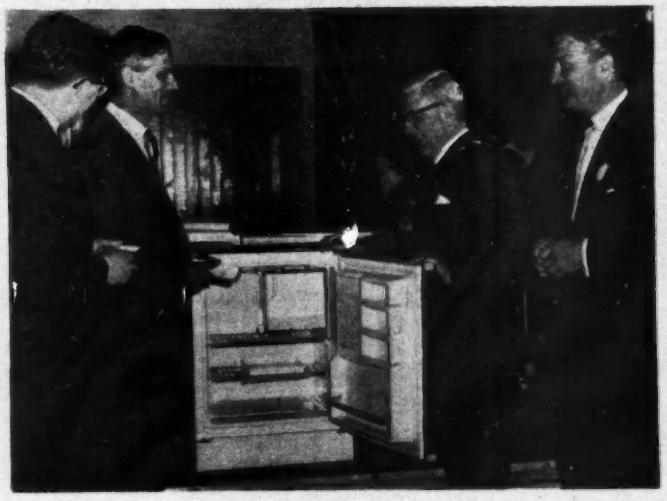
Applications can be considered from previous licence holders only. They should be made on form TIP/A and be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, not later than July 12, 1963. Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, *only* the applicant's name and address and description of goods (fresh apples) should be entered.

Application for Drawback of Duty on Imported Bones when Re-exported as Animal Black

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on imported bones, defatted, crushed or uncrushed, when used in making animal black, excluding ivory black and spent animal black, for export.

Representations which interested parties may wish to make should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than July 17.

Refrigerators for United States



Seeing the one millionth 'Astral' refrigerator off the production lines at Morphy-Richards (Astral) Ltd's plant at Gourdie, Scotland, are (left to right): Mr. Z. Weyde, general manager; Lord Polworth, chairman, Executive Committee of the Scottish Council (Development and Industry); The Lord Provost of Dundee; and Mr. W. Roxburgh, managing director. This refrigerator will form part of a large export order to the United States.

London Trade Enquiry Offices of Overseas Countries

A REVISED EDITION has just been published of *'London trade enquiry offices of overseas countries'*, corrected to May 1, 1963. The list gives the London addresses and telephone numbers of the offices of foreign and Commonwealth countries to which trade enquiries may be directed – including the commercial departments of embassies and legations, the London offices of Commonwealth countries, overseas chambers of commerce in London, and other similar offices.

Copies are available on application to the Librarian, Board of Trade Library, Horse Guards Avenue, London, S.W.1. It is intended to publish further corrected editions as occasion demands, and enquirers who wish to receive future editions as well as the current one are asked to say so in their applications. Copies of the new edition have already been despatched to all those who had previously indicated their wish to receive it.

Applying for a Trade Mark

A NEW PAMPHLET, called 'Apply for a Trade Mark', has been prepared by the Patent Office which gives general information on the kind of trade marks which may be registered and describes the method of making application for registration. It also reproduces those Sections of the Trade Marks Act, 1938 which are of prime importance to applicants for registration, lists the principal fees payable and offers guidance on a number of matters concerning trade marks, both before and after registration. Copies: free from the Trade Marks Inquiry Office, 25, Southampton Buildings, Chancery Lane, London, W.C.2.

Use of Polystyrene Materials

The Moulding Material Manufacturers' section of the British Plastics Federation have prepared a *Code of Practice for Polystyrene Materials*. Its purpose is to help designers and users to select the best material for a particular application and to get the best results from the material chosen.

The *Code of Practice* is available from the British Plastics Federation, 47-48 Piccadilly, London, W.1 price 10s. 6d. post free.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 Prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,029	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+ 99	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+173	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+590	+520	+48	+37
1961	111	114	121	115	110	100	128	130	132	136	122	+292	+230	+36	+ 4
1962	111	115	126	120	112	101	126	115	124	139	127	+ 99	+ 42	— 4	+40
1961															
3rd Quarter	112	115	122	116	110	100	133	134	136	139	126	+ 29	+ 46	—13	— 8
4th Quarter	111	113	123	116	110	100	127	130	129	139	118	+ 54	+ 45	— 5	— 7
1962															
1st Quarter	109	113	124	117	110	100	125	124	121	135	127	— 19	— 4	—10	+13
2nd Quarter	112	116	125	121	112	100	128	119	127	141	127	+ 39	+ 35	— 6	— 8
3rd Quarter	111	117	126	121	112	101	127	109	126	146	126	+ 66	+ 18	+13	+10
4th Quarter	110	114	128	122	113	101	122	108	121	134	129	+ 13	— 7	— 1	+25
1963															
1st Quarter		112				101		100*	121*				+63*	— 8*	— 3*
1962															
November	..	115	..	..	..	102	..	..	..	..	..	..	..	..	..
December	..	112	..	..	..	101	..	..	..	..	..	..	..	..	..
1963															
January	..	107	..	..	..	102	..	..	..	..	..	..	..	..	..
February	..	113	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116*	..	..	..	101	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	£ million
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter	117*	100*	121·4	+3·1	103·6*	121·4*	139·4	627	+136	—58	113	— 7	+33	120	123	
2nd Quarter								504*	—123*	—34	147*	+34*	+ 6			
1962																
November	116	101	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	115	100	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	118*	100*	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	117*	100*	121·8	+3·1	103·7*	121·6*	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	119*	101*	122·2	+2·1	104·0*	121·6*	140·5	553	— 75	—20	138	+16	+14	124	121	..
May			122·1	+1·7	104·1*	121·6*	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June								454*	— 52*	—33	158*	+12*	+13			

† NOT seasonally adjusted. * Provisional.

United Kingdom Trade in May

EXPORTS SEEM to have risen fairly strongly this year after the near flatness in the second half of last year. The run of recent monthly figures contains large variations which make interpretation of short run trends difficult. The May figure was high, the April figure much lower and the March figure inflated to some extent by the backlog from the severe winter. Taking April and May together the rate, seasonally adjusted, was £331m., 1 per cent more than in the first quarter and 4 per cent more than in the fourth quarter of last year. In the first five months of this year the value of exports has been 6 per cent more than in the first five months of 1962. The growth in exports to Western Europe continued in April and May, with a rise of 3 per cent compared with the first quarter. As in the earlier part of the year the growth to the E.E.C. was faster than to EFTA countries. In addition there was a large increase in exports to the Soviet Union and Eastern Europe after a year of little change. Exports to the sterling area were a little below the high rate of the first quarter, while exports to Canada continued to fall, though there was a partial recovery in shipments to the United States which had been very low in the first quarter.

Imports have been rising this year. In April and May they were at an average rate of £391m., seasonally adjusted, 4 per cent more than the rate in both the first quarter and the fourth quarter last year. There have been rising imports of food, of tobacco, and of fuels, whilst imports of industrial materials, which were declining in the early months of the year, may now have stopped falling. The rise in the value of food imports was largely accounted for by the higher price of sugar. Imports of finished goods were higher in April and May than in the first quarter.

Re-exports averaged £13m. a month in April and May, compared with £12m. for the first quarter of this year. As a result of the faster rise of imports than exports the deficit in the balance of trade (the difference between imports c.i.f. and exports and re-exports f.o.b.) rose from £36m. a month in the first quarter to £48m. in April and May; in the fourth quarter last year the rate was £42m. a month and in the third quarter £52m. Part of the larger deficit in April-May represents the high world price of sugar at which sugar imports are valued in the Trade Accounts and since a substantial proportion of these imports are actually paid for at a much lower price the deficit is overstated.

Exports

A large part of the growth in exports this year has been in shipments to Western Europe. The growth has been most pronounced in exports to the EEC which, in April and May averaged 4 per cent more than in the first quarter and 10 per cent more than in the last quarter of 1962. There were increases in exports to all of the countries, the largest being to the Netherlands and Belgium. In the last two months exports to EFTA also rose to a rate 3 per cent higher than in the first quarter. This was the result of an increase in exports to Sweden, which had only been growing slowly for more than a year. Exports to the rest of Western Europe which rose very sharply in the second half of last year but fell a little in the first quarter continued to fall back.

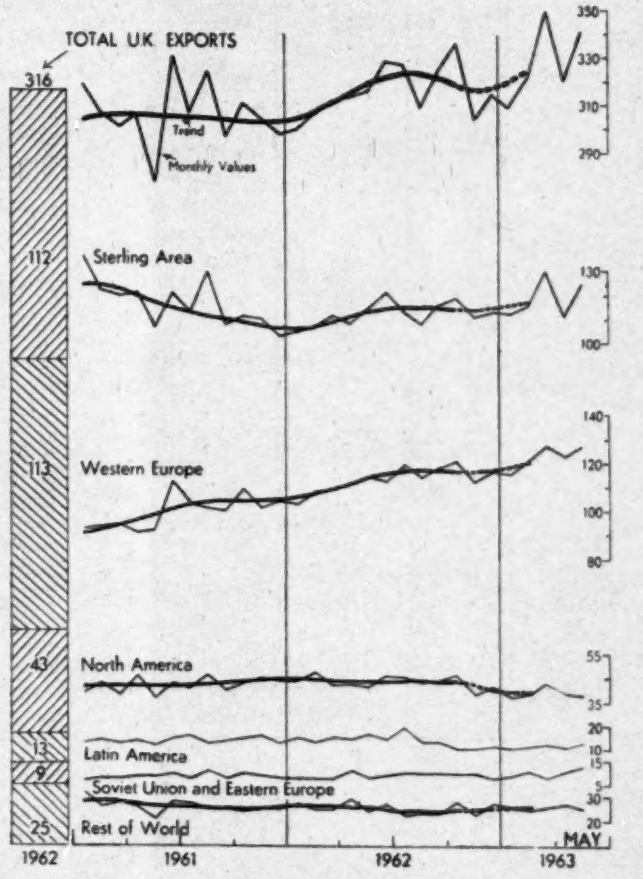
Exports to the sterling area, which rose sharply in the first quarter, were slightly lower in the last two months, but were still 3 per cent higher than in the last quarter of last year. Exports to South Africa fell back from the first quarter rate which had been erratically high, and the high first quarter shipments to Australia and India were not maintained. These falls, however, were partly offset by increases in shipments to New Zealand and the Irish Republic.

Exports to North America have been falling this year. In the first quarter the dock strike in the United States depressed our exports to that market, and while there was some recovery in April and May the average for those two months was still 5 per cent below the last quarter of 1962. Exports to Canada were falling last year and this decline has continued during this year.

Exports to the Soviet Union and Roumania rose sharply in the past two months.

U.K Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1961		1962				1963			
	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.-May	April	May
Sterling Area	117	108	108	114	112	114	119	118	111	125
Western Europe	101	105	106	112	117	116	121	125	123	127
Economic Community	52	55	55	60	63	62	65	68	67	69
Free Trade Assocn. (inc. Finland)	41	42	42	43	43	44	44	46	44	47
North America	42	44	45	43	44	42	39	39	39	38
Latin America	14	14	14	15	15	10	11	12	11	13
Soviet Union and Eastern Europe	9	9	8	9	10	9	9	12	11	13
Rest of World	26	25	26	26	23	26	26	26	27	25
Total	309	304	306	319	320	318	327	331	320	341

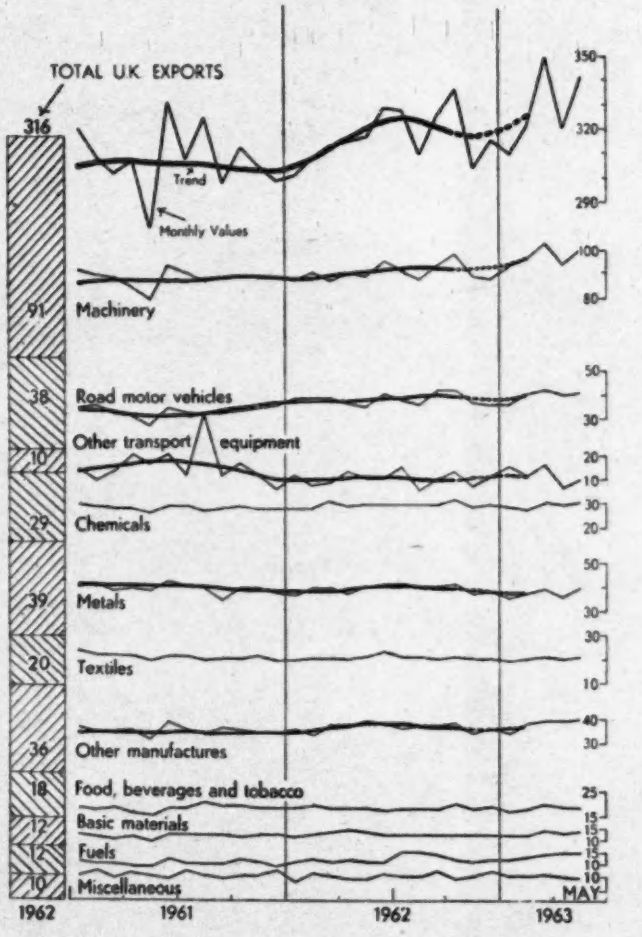
Among other markets there was a continuation of the slow recovery in exports to Latin America, but exports to Japan fell back a little from the level of the past six months.

Turning to the commodity pattern, exports of machinery, which had risen very strongly in the first quarter to a rate 7 per cent higher than the average for 1962, were maintained, but without further rise, in April and May. There was a further rise in exports of cars but deliveries of ships and aircraft which had been high in the first quarter fell back sharply. Exports of semi-manufactures which have been falling over the past year showed a recovery. The biggest rise was in iron and steel, where a large increase in exports

of steel sheet more than offset a fall in shipments of pipe and tubes. There was also a small increase in exports of textiles and renewed growth in exports of chemical, but non-ferrous metal exports, especially copper, remained weak. Also noticeable is a further rise in exports of petroleum and petroleum products to Western Europe.

U.K. Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1961		1962				1963			
	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.-May	April	May
Food, beverages and tobacco	19	18	18	18	18	19	18	19	19	19
Basic materials	12	12	12	13	12	12	13	14	13	14
Fuels	10	11	11	11	15	12	13	15	15	15
Manufactures	260	253	256	267	266	264	272	273	264	283
Machinery and transport equipment	139	133	135	140	140	140	150	146	140	151
Machinery	88	88	88	92	91	92	97	97	94	100
Road motor vehicles	32	34	38	37	39	38	39	41	40	41
Other transport equipment	19	11	9	11	10	10	14	8	6	10
Chemicals	27	27	28	29	29	29	29	30	29	31
Metals and misc. metal mfrs.	38	38	38	39	40	39	37	38	36	40
Textiles	20	20	20	21	20	20	20	21	20	21
Other mfrs.	35	35	35	39	37	36	37	39	39	39
Miscellaneous	10	11	9	10	11	11	10	10	10	10
Total	309	304	306	319	320	318	327	331	320	341

United Kingdom Trade

A. Recorded Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·3	13·1
1962 1st Quarter	310·7	375·0	12·7
2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1963 1st Quarter	332·6	381·3	13·3
1963 January	320·0	398·7	11·4
February	314·1	353·5	13·0
March	363·5	391·9	15·4
April	331·7	387·0	13·2
May	364·7	425·5	13·5

B. Seasonally Adjusted Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 1st Quarter	306	365	12
2nd Quarter	319	373	14
3rd Quarter	320	385	12
4th Quarter	318	374	14
1963 1st Quarter	327	375	12
1963 January	309	361	11
February	321	380	14
March	349	383	12
April	320	388	13
May	341	395	13
January-May	328	381	12
April-May	331	391	13

Imports

Imports of food have been rising this year mainly because of the higher price of sugar imports. Imports of food were £6m. a month, 6 per cent more in April and May than in the first quarter when they were about 1 per cent more than in the fourth quarter of 1962. There were modest increases in imports of fruit and vegetables and in some other foodstuffs. There has also been a very large increase in imports of tobacco which were abnormally low at the end of last year.

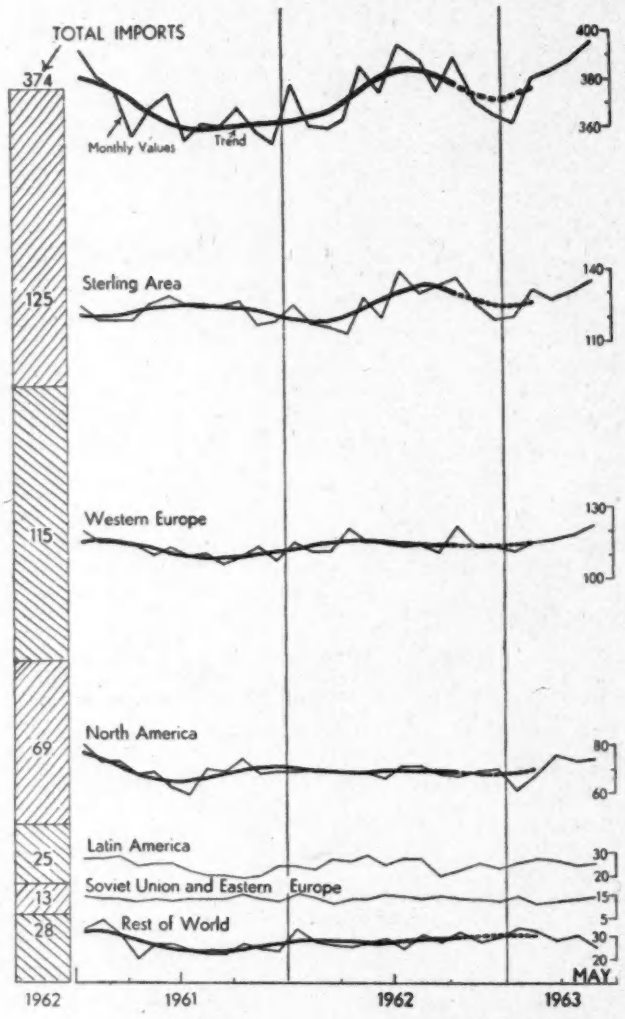
Imports of industrial materials were falling after the third quarter of last year. In the first quarter of this year they were 2 per cent less than they had been six months earlier. In April and May there was a small increase, when the value was 2 per cent more than the rate in the first quarter. Imports of basic materials were 2 per cent less despite higher prices but there was a substantial increase (15 per cent) in imports of chemicals and an increase of 5 per cent in imports of other semi-manufactures.

Imports of fuels have been higher this year than at the end of last. In the first quarter they were at about the same high rate as in the third quarter last year and there was a further increase, 4 per cent, in April and May. Imports of finished manufactures, also, were higher in April and May than in the first quarter. There were increases in imports of both machinery and transport equipment and miscellaneous manufactured articles, particularly clothing.

There was an increase of £6m. a month (or 5 per cent) in the value of imports from the sterling area which mostly reflects the higher valuation on sugar imports. Imports from Australia and India were unchanged, and Imports from New Zealand a little lower. Imports from North America rose even more sharply (partly associated with the large increase in tobacco imports). Imports from Western Europe also rose (by 5 per cent) with similar increases in

Imports: Areas

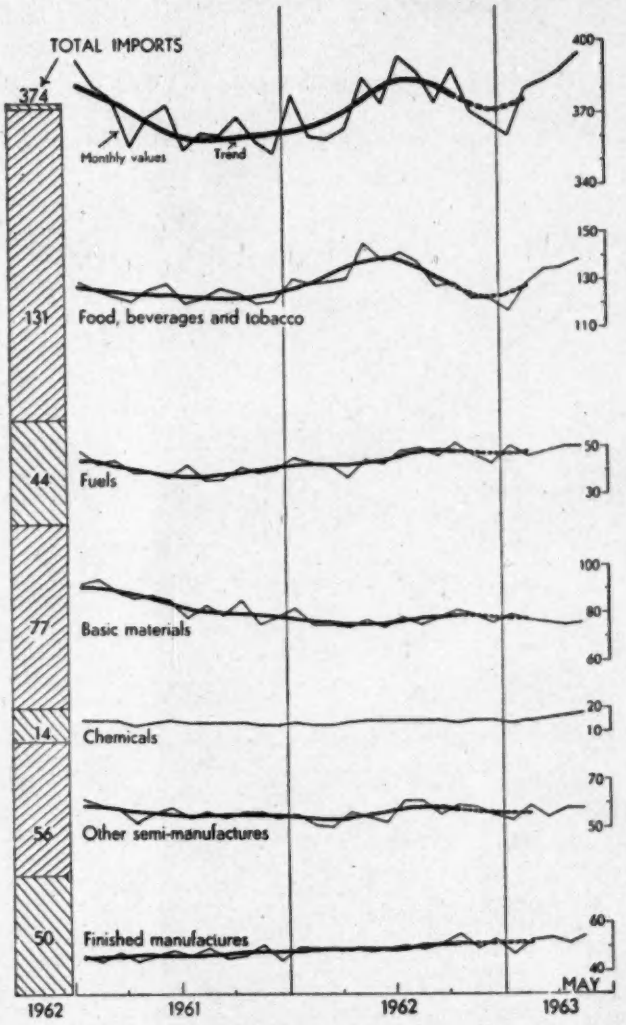
Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1961		1962				1963			
	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.-May	April	May
Sterling Area	124	120	120	121	134	126	126	132	130	135
Western Europe	108	110	113	118	113	116	114	120	118	122
North America	66	71	70	68	70	69	68	74	73	74
Latin America	20	21	25	26	24	23	26	24	24	25
Soviet Union and Eastern Europe	13	13	13	13	13	13	12	14	13	14
Rest of World	23	25	29	27	28	29	31	27	30	25
Total	358	359	365	373	385	374	375	391	388	395

Imports: Commodity Classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1961		1962				1963			
	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.-May	April	May
Food, beverages and tobacco	122	122	129	138	135	124	126	136	135	138
Fuels	38	40	43	41	48	46	48	50	50	50
Basic materials	80	79	77	75	77	79	77	75	75	76
Chemicals	14	13	13	15	15	15	15	17	17	18
Other semi-manufactures	55	55	52	54	59	57	55	58	58	58
Finished manufactures	47	47	49	49	50	52	52	54	52	53
Miscellaneous	2	2	1	1	1	2	1	2	2	2
Total	358	359	365	373	385	374	375	391	388	395

shipments from both EEC and EFTA. Imports from the Soviet Union and Eastern Europe were higher, but there was a fall in imports from Latin America and the rest of the world.

Notes.

The tables below the charts show the seasonally adjusted figures for periods back to the third quarter of 1961.

Figures for earlier periods can be supplied. Application should be made to:—The Board of Trade, Statistics Division (seasonal adjustment), Room D.53, Hillgate House, 35, Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on June 27* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for July† due to be published on or about July 21.

* Accounts relating to Trade and Navigation of the United Kingdom, May, 1963, H.M. Stationery Office, Price 30s. 0d. (by post 31s. 0d.)

† Report on Overseas Trade published by H.M. Stationery Office, Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Commonwealth Trade in 1962

THE INCREASE IN the value of exports from Commonwealth countries as a group to £9,844m. in 1962 from £9,626m. in 1961 was smaller than in the past few years, but imports recovered from the fall in 1961. As in recent years the growth in trade was primarily in that with non-Commonwealth countries. Trade between Commonwealth countries declined for the second year in succession.

A rapid expansion in the trade of the overseas Commonwealth countries in both directions with the United States in 1961 and again in 1962 has contributed to this. Another factor has been the weakness in demand in the United Kingdom for industrial materials during the past two years. This weakness has extended to the Continental European countries, whose purchases from the overseas Commonwealth declined last year. It is one of the reasons why Commonwealth exports have been increasing more slowly than total world trade in recent years, since primary commodities are more important in Commonwealth than in world trade.

The value of Commonwealth trade for the period 1954-1962 is shown in Tables 1 and 2.

Commonwealth Exports to Different Markets

In 1962 trade with non-Commonwealth countries was again the most buoyant feature of Commonwealth exports, and the value of these exports was 5 per cent more than in 1961. This was largely due to an increase of 8 per cent in the value of the United Kingdom's exports to non-Commonwealth countries with exports to the United States and the countries of the European Economic Community rising in each case by about 17 per cent. The overseas Commonwealth countries increased their exports to non-Commonwealth countries by 3½ per cent, a smaller increase than between 1960 and 1961. They, too, exported more (about 10 per cent) to the United States than in 1961. Their exports to the EEC countries, however, were 2½ per cent less than in 1961, and their exports to all other non-Commonwealth countries, which account for about a quarter of all exports from the overseas Commonwealth countries, fell by about 1 per cent. Within this group of markets, exports to Continental EFTA countries were 4 per cent less than in 1961, and exports to Japan, which had trebled in value between 1954 and 1961, were lower by about a tenth in 1962; this was due partly to smaller shipments of wool from Australia. Exports to China from the overseas Commonwealth countries were affected by a reduction of £15m. in the value of Australian wheat shipment (although Canada's exports rose) and were overall nearly one-fifth less than in 1961; before wheat and other grain shipments to China began, this trade had been fairly stable at about half its present level of £100m. Since 1956, and particularly from 1959 onwards, the Soviet Union and the countries of Eastern Europe have become increasingly important as markets for the overseas Commonwealth countries, but the rate of growth in this trade slackened appreciably in 1962 when it rose by only 3 per cent compared with 1961.

TABLE A

Commonwealth Exports by Markets

(Percentage change between year 1961 and year 1962)

Exports from / Exports into	Commonwealth		Non-Commonwealth				All Countries
	United Kingdom	Overseas Commonwealth	U.S.A.	E.E.C.	Other Countries	Total	
United Kingdom		—7	+17	+17	+3	+8	+3
Overseas Commonwealth	—3	+2	+10	— 1	—1	+4	+2
Commonwealth	—3	—4	+11	+ 7	+1	+5	+2

In contrast to the continuing growth in exports to non-Commonwealth countries, exports of Commonwealth countries to each other in 1962 were 4 per cent less than in 1961 and were lower in value than in any year since 1958. This was brought about mainly by a reduction of 7 per cent in the value of the United Kingdom's exports to the overseas Commonwealth countries which have for some years been taking a declining share of the United Kingdom's total exports in recent years; between 1954 and 1962 this share fell from 41 per cent to 31 per cent. Exports from the overseas Commonwealth to the United Kingdom were 3 per cent less in 1962 than a year earlier, but their exports to each other increased in value by about 2 per cent.

Sources of Commonwealth Imports

Total Commonwealth imports from non-Commonwealth countries were 4 per cent more in 1962 than a year earlier, a recovery which followed little change between 1960 and 1961. This increase was largely accounted for by a rise of 6 per cent in imports from the United States which supplied almost a quarter of the Commonwealth's total imports. The United Kingdom increased its imports from non-Commonwealth countries by 3 per cent; although imports from the United States fell by 2 per cent compared with 1961, there was a rise of nearly 5 per cent in the value of imports from the countries of the EEC. Most of the increase in imports from non-Commonwealth countries was in imports by overseas Commonwealth countries, and these rose by 5 per cent compared with 1961. Their imports from the United States were 8 per cent more than a year earlier, and for the first time exceeded their imports from all other sources. Imports from the member countries of the EEC fell by 5 per cent; this trade had expanded very rapidly between 1954 and 1960, but the expansion almost came to an end in 1961. Overseas Commonwealth countries' imports from EFTA countries (excluding the United Kingdom) also fell in 1962 (by 1 per cent), but their imports from all other non-Commonwealth countries continued to expand. Imports from Japan, which had fallen slightly in 1961, expanded again in 1962 to reach nearly £400m. and were 7 per cent higher than a year earlier; between 1954 and 1962 imports from Japan more than trebled. Imports from China have fluctuated at around £110m. in recent years; in 1962 they were 17 per cent more than a year earlier, but slightly less than in 1960. Overseas Commonwealth countries' imports from the Soviet Union and Eastern European countries, which had expanded strongly in 1961, increased again (by 38 per cent) in 1962 mainly because of a substantial rise in the value of Indian purchases from the Soviet Union.

TABLE B

Sources of Commonwealth Imports

(Percentage change between year 1961 and year 1962)

Imports from / Imports into	Commonwealth		Non-Commonwealth				All Countries
	United Kingdom	Overseas Commonwealth	U.S.A.	E.E.C.	Other Countries	Total	
United Kingdom		+1	—2	+5	+4	+3	+2
Overseas Commonwealth	—7	+1	+8	—5	+5	+5	+2
Commonwealth	—7	+1	+6	—	+4	+4	+2

Commonwealth countries' imports from each other in 1962 fell for the second year in succession and were 2 per cent less than in 1961. The United Kingdom's purchases from other members of the Commonwealth were 1 per cent more than a year earlier, but their imports from the United Kingdom fell by 7 per cent. Their imports from each other increased by about 1 per cent, but were still below the high level reached in 1960.

Trade of Individual Overseas Commonwealth Countries

Almost all the larger individual overseas Commonwealth countries increased the value of their exports in 1962 compared with the previous year. The greatest increase was recorded by Hong Kong whose exports rose by 12 per cent and Ceylon's exports were 7 per cent more than in 1961. The East African countries exported 4 per cent more and Canada, India and Singapore each increased their exports by 2 per cent. Australia, New Zealand and the Federation of Rhodesia and Nyasaland increased their exports marginally. Both Ghana and Nigeria exported less than in 1961, and Pakistan's exports also fell.

Pakistan which increased the value of her imports by 15 per cent in 1962 compared with 1961 recorded the largest increase among the overseas Commonwealth countries and this was due mainly to large imports from the United States. Hong Kong and

(*Continued on page* 1447)

Table 1: Commonwealth Imports

£ thousand million

	IMPORTS (a) (b) FROM								
	United Kingdom	Other Commonwealth Countries	Total Commonwealth Countries	United States of America	E.E.C.	EFTA excluding United Kingdom	Other non-Commonwealth Countries	Total Non-Commonwealth Countries	World
THE COMMONWEALTH (c)									
1954	1·14	2·16	3·30	1·59	0·76	0·43	1·68	4·45	7·76
1955	1·26	2·40	3·66	1·92	0·90	0·49	1·90	5·20	8·86
1956	1·29	2·41	3·71	2·21	0·99	0·52	2·04	5·75	9·46
1957	1·36	2·37	3·73	2·37	1·05	0·55	2·34	6·31	10·04
1958	1·27	2·16	3·43	2·02	1·05	0·49	2·32	5·88	9·31
1959	1·27	2·29	3·56	2·21	1·15	0·52	2·41	6·29	9·84
1960	1·39	2·49	3·88	2·57	1·34	0·62	2·63	7·16	11·04
1961	1·37	2·37	3·73	2·49	1·36	0·63	2·67	7·15	10·89
1962	1·27	2·39	3·66	2·64	1·36	0·63	2·81	7·44	11·10
UNITED KINGDOM (d)									
1954	—	1·51	1·51	0·28	0·39	0·33	0·85	1·85	3·36
1955	—	1·66	1·66	0·42	0·48	0·37	0·92	2·20	3·86
1956	—	1·62	1·62	0·41	0·49	0·38	0·96	2·24	3·86
1957	—	1·61	1·61	0·48	0·49	0·40	1·06	2·43	4·04
1958	—	1·45	1·45	0·35	0·53	0·37	1·05	2·30	3·75
1959	—	1·54	1·54	0·37	0·56	0·39	1·12	2·44	3·98
1960	—	1·64	1·64	0·57	0·66	0·46	1·21	2·90	4·54
1961	—	1·54	1·54	0·48	0·68	0·46	1·23	2·85	4·40
1962		1·56	1·56	0·48	0·71	0·46	1·29	2·93	4·49
OTHER COMMONWEALTH COUNTRIES (c)									
1954	1·14	0·65	1·80	1·30	0·37	0·10	0·83	2·60	4·40
1955	1·26	0·74	2·00	1·50	0·41	0·12	0·97	3·00	5·00
1956	1·29	0·80	2·09	1·80	0·50	0·13	1·08	3·51	5·60
1957	1·36	0·76	2·12	1·89	0·56	0·15	1·27	3·88	6·00
1958	1·27	0·71	1·98	1·67	0·51	0·13	1·26	3·58	5·56
1959	1·27	0·75	2·02	1·84	0·59	0·13	1·29	3·85	5·86
1960	1·39	0·85	2·24	2·00	0·68	0·16	1·42	4·26	6·50
1961	1·37	0·82	2·19	2·01	0·68	0·17	1·44	4·30	6·49
1962	1·27	0·83	2·10	2·17	0·65	0·17	1·52	4·51	6·61

(a) Excludes the trade of the British Protected States in the Middle East except in so far as this is recorded in the imports and exports of other Commonwealth countries.
(b) National valuations. Most Commonwealth countries record their imports at c.i.f. valuations; the major exceptions are Canada, Australia and the Federation of Rhodesia and Nyasaland whose imports are recorded at f.o.b. valuations.
(c) Excludes the Republic of South Africa and also South West Africa. The Southern Africa Territories of Basutoland, Bechuanaland and Swaziland, whose trade figures are included with those of the Republic of South Africa and whose trade was of the order of £10-11m. in 1960, are also excluded.
(d) Values for 1961 and 1962 include revised estimated average values for parcel post; 1960 figures have been re-calculated on this basis. Cinematograph film is excluded in 1959.

Table 2: Commonwealth Exports

£ thousand million

	EXPORTS (a) (b) TO								
	United Kingdom	Other Commonwealth Countries	Total Commonwealth Countries	United States of America	E.E.C.	EFTA excluding United Kingdom	Other non-Commonwealth Countries	Total Non-Commonwealth Countries	World
THE COMMONWEALTH (c)									
1954	1·25	1·73	2·98	1·29	0·90	0·39	1·46	4·04	7·02
1955	1·32	1·88	3·20	1·47	1·00	0·39	1·60	4·47	7·67
1956	1·34	1·97	3·31	1·61	1·11	0·43	1·81	4·97	8·28
1957	1·25	2·03	3·29	1·71	1·19	0·45	1·98	5·32	8·61
1958	1·20	1·93	3·13	1·68	1·06	0·42	1·84	5·00	8·13
1959	1·29	1·98	3·27	1·97	1·16	0·46	1·95	5·54	8·81
1960	1·34	2·16	3·50	1·86	1·28	0·51	2·14	5·79	9·28
1961	1·27	2·09	3·36	1·90	1·39	0·56	2·41	6·26	9·63
1962	1·24	2·01	3·25	2·11	1·49	0·58	2·42	6·60	9·84
UNITED KINGDOM (d)									
1954	—	1·14	1·14	0·16	0·39	0·31	0·75	1·61	2·75
1955	—	1·22	1·22	0·20	0·42	0·31	0·84	1·77	2·99
1956	—	1·29	1·29	0·26	0·48	0·34	0·92	2·00	3·29
1957	—	1·34	1·34	0·26	0·51	0·35	0·97	2·09	3·42
1958	—	1·27	1·27	0·29	0·46	0·33	0·96	2·04	3·32
1959	—	1·28	1·28	0·38	0·51	0·36	0·93	2·18	3·46
1960	—	1·36	1·36	0·34	0·57	0·40	1·03	2·33	3·70
1961	—	1·32	1·32	0·30	0·67	0·45	1·10	2·52	3·84
1962		1·23	1·23	0·35	0·78	0·48	1·12	2·72	3·95
OTHER COMMONWEALTH COUNTRIES (c)									
1954	1·25	0·59	1·85	1·13	0·51	0·08	0·70	2·43	4·27
1955	1·32	0·66	1·98	1·27	0·58	0·08	0·77	2·70	4·68
1956	1·34	0·68	2·02	1·36	0·64	0·09	0·89	2·97	5·00
1957	1·25	0·69	1·95	1·45	0·68	0·09	1·01	3·24	5·19
1958	1·20	0·66	1·86	1·39	0·59	0·09	0·88	2·95	4·81
1959	1·29	0·70	1·99	1·59	0·65	0·10	1·02	3·36	5·35
1960	1·34	0·80	2·13	1·51	0·71	0·11	1·11	3·45	5·59
1961	1·27	0·77	2·04	1·60	0·73	0·11	1·31	3·75	5·79
1962	1·24	0·78	2·02	1·76	0·71	0·11	1·30	3·88	5·89

(a) See footnote (a) to Table 1. (b) Exports include re-exports. (c) See footnote (c) to Table 1. (d) See footnote (d) to Table 1.

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Commonwealth Trade (*Continued*)

the Federation of Malaya each imported 12 per cent more than in 1961 and Australia's imports, which were recovering from the low level of 1961, increased by 8 per cent. The value of Canada's imports was 3 per cent more than a year earlier, but a number of other Commonwealth countries recorded substantial reductions in the value of their imports; these included New Zealand (−16 per cent), Ghana (−15 per cent) and Nigeria (−9 per cent).

Changes in the Pattern of United Kingdom Commonwealth Trade between 1954 and 1962

Between 1954 and 1962 the proportion of the overseas Commonwealth countries' total imports obtained from the United Kingdom fell from just over a quarter to rather less than one-fifth. The decline in our share of imports was widespread among the larger Commonwealth countries. In 1954 these countries took 41 per cent of United Kingdom exports. By 1962 they took only 31 per cent. The main exceptions to this pattern were the Federation of Malaya, where the United Kingdom's share rose from 19 per cent to 25 per cent, Ceylon where there was practically no change (at about 21 per cent) and Canada where the United Kingdom's share was slightly higher in 1960 and 1961 than in 1954 but fell below the 1954 level in 1962. The countries showing the greatest reduction in the United Kingdom's share of their imports between 1954 and 1962 were Australia, New Zealand and Ghana. In Australia the share fell from 47 per cent in 1954 to 31 per cent in 1962, in New Zealand from 57 per cent to 42 per cent and in Ghana from 51 per cent to 35 per cent.

Over the period 1954-1962 the overseas Commonwealth countries have also sent proportionately less of their total exports to the United Kingdom whose share of this trade fell from 29 per cent in 1954 to 21 per cent in 1962. Ceylon sent proportionately rather more in 1962 than in 1954 but all the other main countries sent less. Australia sold 38 per cent of her exports to the United Kingdom in 1954 but by 1962 this share had fallen to 19 per cent. Similarly, the United Kingdom's share of New Zealand's exports fell from 67 per cent to 47 per cent and of Nigeria's exports from 71 per cent to 42 per cent. In 1960 Canada sent about the same proportion (17 per cent) of her exports to this country as in 1954 but by 1962 the proportion had fallen to 15 per cent. Imports from overseas Commonwealth countries amount to 45 per cent of total United Kingdom imports in 1954 and 35 per cent in 1962.

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Motor Control Gear for January-March 1963.

Market Research Society Report on Advertising

The Market Research Society's Working Party on intermedia comparisons has produced its first report which has been published under the title *The Advertising Chain Up to The Point of Reception*. After discussing the Working Party's terms of reference the report's main section is concerned with desirable audience measurements for individual media, e.g. the Press, television, cinema, radio, poster and transport, point of sale and direct mail. General conclusions applicable to all media are discussed in a separate section and a bibliography is appended. The report is available from the Market Research Society, 39, Hertford Street, London, W.1. Price 10s. 6d. post free.

New Factory for Northern Ireland

Some of the earthmoving equipment on the site of the new £350,000 factory for Fafnir Bearings Co., at Lisburn, Northern Ireland. Shepley Booth & Associates Ltd., have now started work on the factory which is expected to be ready for occupation in February, 1964. When all the equipment and machinery has been installed it is anticipated that 250 people will be employed.

Retail Sales in Northern Ireland in April

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in April was 1 per cent higher than a year earlier compared with an increase in March of 6 per cent. Easter was in April in both years.

Sales by food shops and household goods shops showed increases of 5 per cent and 2 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 5 per cent on a year earlier.

A brief description of these statistics was given in the *Board of Trade Journal* on March 18, 1960 (page 608). Further details may be had on application to Northern Ireland Index of Retail Sales, Room 55, Ministry of Commerce, Chichester Street, Belfast. (Tel. Belfast 28271, Ext. 112).

Index Numbers of Value of Sales per Week (1959 = 100) and Percentage Changes Compared with a Year Earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1961 Year	107	+5	108	+7	108	+4	94	Nil	109	+4
1962 Year	110	+3	113	+5	108	Nil	97	+3	110	+1
1962 Second quarter	109	+4	113	+6	110	−1	98	+6	105	+3
Third quarter	106	+2	110	+5	98	+1	94	−2	106	−1
Fourth quarter	125	+4	120	+6	135	+6	104	+5	134	+2
1963 First quarter	103	+3	114	+4	94	+8	91	+1	93	−1
1962 November	122	+6	119	+6	139	+19	107	+5	119	+13
December	142	+5	126	+5	150	+4	103	+12	177	+4
1963 January	101	+4	113	+6	94	+10	87	Nil	90	−2
February	101	Nil	115	+2	88	−1	91	−3	91	−3
March	105	+6	114	+4	101	+16	96	+7	97	+3
April	109	+1	117	+5	105	−5	88	+2	104	Nil

Northern Ireland Index of Industrial Production

THE PROVISIONAL index of industrial production for Northern Ireland for April, 1963, prepared by the Ministry of Commerce, is 118 (1958=100). This is eleven points lower than the index for March, 1963, but two points higher than the index for April, 1962.

The index numbers for the main industrial groups in April, 1963, with the increase or decrease on April, 1962, shown in brackets are; textiles 114 (+5 points); clothing 117(−5); engineering and metals 100 (+1); food, drink and tobacco 114 (no change); timber and furniture 114 (+4); other manufacturing industries 183 (no change); construction 126 (no change); gas, electricity and water 137 (+15).

Orders, Deliveries, Production and Exports in the Engineering Industries

THE FIRST ESTIMATES for April indicate that the volume of net new orders received by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (part of Order VIII of the Standard Industrial Classification) was 12 per cent higher than a year earlier. There was a sharp increase in new export orders, including a large order for chemical plant, and taking account of the revised figures for the first quarter new orders received in January to April were the same as in the previous year. Following the very high level of export deliveries in the first quarter, deliveries in April fell below a year earlier. With new orders exceeding deliveries export orders on hand increased during April and almost regained the level maintained generally throughout 1962. New home orders in April were slightly higher than in April, 1962; new home orders received in January to April this year were 4 per cent greater than in the same period a year earlier. After falling in the first quarter home deliveries in April were the same as in April, 1962. Home orders on hand have now remained unchanged for the last three months.

It is provisionally estimated that production in the engineering and electrical goods industries in April was slightly lower than in April, 1962. Compared with a year earlier production in the first quarter was 2 per cent higher, a slight fall in mechanical engineering being offset by a 6 per cent increase in electrical engineering.

More detailed statistics of output in the engineering and electrical goods industries in the first quarter of this year are now available and the value of deliveries of certain mechanical and electrical products are given in Table 3. Compared with a year earlier deliveries of contractors' plant and office machinery were substantially higher but deliveries of steel and non-ferrous metal rolling mills fell by nearly a half. Deliveries of chemical plant, iron, steel and non-ferrous metal works plant and other industrial plant and fabricated steelwork were also well below the comparable 1962 levels. In the electrical goods industries deliveries were generally higher, the most marked increase being in domestic electric appliances.

An acount of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959, (page 1077.)

Table 1 **Engineering Industries (a)**
Index Numbers of the Volume of Orders and Deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1962 1st Quarter	121	130	125	130	137	124	118	128	125
2nd Quarter	120	122	125	129	124	127	117	121	124
3rd Quarter	119	115	117	129	118	119	116	113	116
4th Quarter	115	115	126	129	133	132	109	108	123
1963 1st Quarter*	117	130	125	123	121	138	115	134	121
1962 January	119	113	114	127	124	112	116	110	115
February	121	136	125	128	135	127	118	137	124
March	121	142	137	130	153	135	118	138	138
April	121	118	118	130	121	128	118	117	115
1963 January*	115	115	111	127	107	124	111	117	107
February*	118	145	126	125	129	143	115	151	120
March*	117	133	139	123	128	149	115	135	136
April*	119	132	118	128	168	126	115	119	115

* Provisional

(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(*Continued on next page*)

Survey of Manufacturing Industry

Based upon Board of Trade statistics derived from the latest Census of Production, 'Manufacturing Industry Survey of Great Britain,' a new volume in the 'Geographia' series of marketing survey, makes use of graphs, maps and statistical tables to present basic data for planning and business management. The book is a companion to the 'Markets and Media Survey' published in 1961. It is available from 'Geographia' Ltd., 114 Fleet Street, London, E.C.4. Price £10 10s.

In Part 1 of the survey, manufacturing industry is divided into 28 main categories, each of them mapped on a separate fold-out sheet of Great Britain. In Part 2 regional tables and graphs provide an analysis of establishments by numbers within each of the 71 marketing regions. In regions where more than 30 establishments are to be found in any single category, a further analysis by size of establishment is provided.

Operating Costs for Commercial Vehicles

'The Commercial Motor' Tables of Operating Costs have been published by Temple Press Books Limited, 42, Russell Square, London, W.C.1. (price 4s.). The tables are published annually and are revised each year in accordance with changes in any of the ten items of costs.

Report on Western Germany

Barclays Bank Ltd. have produced a report on Western Germany containing an assessment of the country's economic position. It is intended for the guidance of U.K. exporters. Inquiries for copies: Barclays Bank Ltd., Lombard Street, London E.C.3.

Engineering Industries (*Continued*)

Table 2 Engineering and Electrical Goods Industries (S.I.C. Order VI) Volume of Production, Exports and Orders on Hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)		
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market
	1958 = 100			1954 = 100	December 1958 = 100		
1958	100	100	100	112	100	100	100
1959	105	103	110	113	101	102	101
1960	114	112	116	122	119	121	118
1961	121	122	120	136	122	127	120
1962	123	122	126	138	118	130	114
1962 1st Quarter	124	125	123	136	124	132	121
2nd Quarter	125	124	127	145	123	131	120
3rd Quarter	117	115	119	129	123	131	120
4th Quarter	127	123	134	142	118	130	114
1963 1st Quarter	126*	123*	131*		121*	125*	119*
1962 January	114	114	114		122	128	119
February	122	123	122		123	129	121
March	135	137	132		124	132	121
April	119	118	121		124	131	122
1963 January	114*	111*	118*		119*	128*	115*
February	125*	122*	131*		121*	127*	119*
March	139*	137*	142*		121*	125*	119*
April	118*	..	..		123*	130*	120*

* Provisional

(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1954 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices of orders held in these industries.

(*Continued on next page*)

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Engineering Industries (*Continued*)

Table 3 **Deliveries of Certain Mechanical and Electrical Engineering Products (a)**

£ million

	1960 Year	1961 Year	1962 First Quarter	1962 Second Quarter	1962 Third Quarter	1962 Fourth Quarter	1963 First Quarter *
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	40·9	49·0	12·3	14·3	13·2	9·7	12·3
Metal-working machine tools and welding machinery	111·7	135·6	37·8	36·7	34·7	36·7	36·1
Engineers' small tools and gauges	65·2	75·1	19·6	18·9	16·5	18·0	17·6
Industrial engines	81·5	88·4	20·8	17·9	18·9	22·4	20·7
Textile machinery and accessories	83·6	91·4	21·4	22·3	20·1	23·0	22·0
Contractors' plant and quarrying machinery	93·4	107·2	24·5	27·0	24·6	23·7	28·1
Mechanical handling equipment	86·9	97·5	26·3	28·1	25·7	27·1	26·2
Office machinery	65·7	71·6	17·0	18·0	17·3	19·9	20·7
Mining machinery	46·1	53·6	13·2	12·0	11·8	12·7	12·3
Refrigerating machinery	66·4	57·1	12·7	17·2	12·0	8·7	11·1
Space-heating, ventilating and air-conditioning equipment	43·0	52·4	14·0	14·0	14·2	15·4	13·7
Pumps and industrial valves	93·1	98·3	24·2	25·9	22·9	25·5	23·4
Air and gas compressors and exhausters	26·2	29·2	7·4	7·6	7·3	7·7	7·2
Food and drink machinery	37·3	41·3	10·2	10·6	9·5	12·0	9·7
Packaging machinery	16·6	19·3	4·8	6·0	5·2	6·2	5·6
Steel and non-ferrous metal rolling mills and ancillary equipment	28·6	25·9	12·3	9·8	7·2	8·7	6·7
Other machinery except electrical machinery	200·7	228·2	58·4	59·1	54·8	61·3	59·9
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	57·2	56·5	14·2	15·0	15·4	18·8	15·1
Shell boilers and boilerhouse plant	30·8	32·5	7·5	9·0	6·7	8·1	7·4
Chemical plant	44·4	63·8	16·3	16·2	14·9	14·0	13·0
Iron, steel and non-ferrous metal works plant other than rolling mills	26·2	34·1	8·7	7·3	8·0	7·1	6·3
Other industrial plant and fabricated steelwork	135·7	149·2	40·2	38·9	37·6	44·5	36·8
ELECTRICAL MACHINERY:							
Rotating electrical machines	134·2	140·7	34·5	38·9	31·2	36·9	34·2
Transformers for lighting, heating and power	43·0	48·5	13·1	12·2	13·5	15·0	12·5
Switchgear and control gear	115·8	131·0	33·2	33·8	31·8	35·3	33·7
Other electrical machinery	19·0	22·5	6·0	5·1	6·1	5·1	5·9
INSULATED WIRES AND CABLES	135·5	150·9	37·6	39·0	36·3	40·0	36·0
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	130·4	137·7	31·6	32·6	35·8	44·1	36·6
Electrical equipment for motor vehicles, cycles and aircraft	63·6	58·8	16·1	17·4	15·3	17·0	18·0
Primary batteries	14·1	14·8	3·8	3·9	3·6	4·6	4·2
Secondary batteries (accumulators)	26·1	26·4	6·7	6·7	6·1	7·7	7·1
Electric lamps	22·5	25·4	6·7	6·0	5·9	7·0	6·6
Other electrical goods	85·4	91·4	22·2	21·4	20·4	23·0	22·0
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	237·4	263·1	71·4	67·8	63·2	67·3	68·8
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	61·1	68·6	19·4	17·9	17·7	19·8	19·0

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific, etc., instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of other products made by the agricultural machinery manufacturers has been added to the 1959 figures.

Excluding deliveries by the smallest firms, estimated at about 2 per cent. of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

Textbook on Experimental Nucleonics

'Experimental Nucleonics' by B. Brown, is a standard introductory textbook on experimental nucleonics. It is divided into two parts, the first dealing with theory and the second describing experiments. It is published, as part of a series by Iliffe Books Ltd., Dorset House, Stamford Street, London, S.E.1. Price 42s. (by post 43s.).

Plastic and Rubber Industries Overseas

The International Export Number (June issue) of *Rubber and Plastics Age* includes surveys and articles on the plastic and rubber industries of Commonwealth, European and overseas countries. Copies: Rubber and Technical Press Ltd., Gaywood House, Great Peter Street, London, S.W.1. Annual subscription 70s., post free.

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Index of Industrial Production for April

THE PROVISIONAL index of production for April, prepared by the Central Statistical Office, is 116 (seasonally adjusted), the same as the revised figure for March. Output in these two months appears to have returned to about the level of the early autumn.

The average index numbers for the latest three months and the previous three months at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	105·9	104	102	107	111	107	111	105	105	94	109	100
1960	112·5	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1961 4th Quarter	116	98	116	113	111	117	125	123	125	116	128	87	105	102
1962 1st Quarter	117	99	116	108	108	107	129	119	131	117	124	88	117	102
2nd Quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd Quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th Quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st Quarter	115	97	116	108	109	106	134	120	136	118	126	80	118	106
1963 February	116	98	117	109	111	104	137	120	139	119	125	79	122	109
March	122	103	123	114	112	117	138	121	141	126	139	78	122	108
April (Prov.)	115	93	115			123				113	118	78	117	104
Seasonally adjusted:														
1961 4th Quarter	113	93	113	110	108	115	125	122	125	112	122	87	106	100
1962 1st Quarter	113	94	113	112	109	116	125	117	127	113	121	87	111	98
2nd Quarter	116	95	116	112	110	116	128	118	130	116	126	89	112	101
3rd Quarter	117	97	117	112	112	113	131	122	133	117	126	87	111	106
4th Quarter	114	94	114	113	110	117	131	122	132	112	120	84	110	100
1963 1st Quarter	112	92	114	112	110	115	130	119	132	114	123	79	113	102
1963 February	113	92	114	112	112	112	131	117	133	116	122	78	117	105
March	116	97	116	113	111	118	132	117	135	117	128	78	113	103
April (Prov.)	116	94	116			121				115	123	77	116	104
November-January (av.)	111	92	113	113*	110*	117	131*	122*	132*	112	120	83	110	99
February-April (av.) (Prov.)	115	94	116	112*	110*	117	130*	119*	132*	116	124	78	115	104

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	122	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	114	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	107	114	109	105	97	118	126	129	121	111	122	118	121	125
Unadjusted:															
1961 4th Quarter	111	110	117	113	110	104	119	125	129	119	120	121	117	120	131
1962 1st Quarter	111	111	115	112	106	102	125	124	126	120	104	122	118	118	145
2nd Quarter	112	111	116	106	103	97	113	130	132	126	113	126	122	123	113
3rd Quarter	101	100	107	104	98	89	118	122	127	115	113	113	115	124	102
4th Quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st Quarter	110	108	119	111	108	101	118	117	113	123	90	123	122	100	162
1963 February	113	110	122	113	109	101	121	115	111	121	86	122	124		168
March	114	113	120	118	112	102	133	124	123	127	93	125	124		143
April (Prov.)		113		109	103		121								127
Seasonally adjusted:															
1961 4th Quarter	109	108	114	109	103	101	120	123	129	114	113	117	114	120	120
1962 1st Quarter	108	107	111	107	103	97	117	124	128	119	109	116	114	119	126
2nd Quarter	109	108	114	108	105	97	114	127	127	126	113	125	120	123	124
3rd Quarter	110	109	117	111	105	97	123	126	129	122	114	124	122	125	122
4th Quarter	107	105	114	109	106	96	118	125	130	118	107	124	118	116	127
1963 1st Quarter	106	104	115	106	105	96	110	118	115	121	94	117	121	101	140
1963 February	108	106	116	107	106	96	111	116	114	120	89	116	123		144
March	109	108	115	109	108	97	115	121	118	125	95	119	123		132
April (Prov.)		110		109	107		116								130
Nov.-Jan. (av.)	107*	103	114*	107	105	96*	113	125*	130*	118*	107*	124*	118*		134
Feb.-Apr. (av.) (Prov.)	106*	108	115*	108	107	96*	114	118*	115*	121*	94*	117*	121*		135

* Latest available three months (January-March) and previous three months (October-December).

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Production of Cars and Commercial Road Vehicles in May

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including May 1963, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger Cars (including taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1 003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1961 1st Quarter	13	218,003	16,769	119,745	9,211	4,895	377
2nd Quarter	13	283,666	21,820	120,087	9,237	4,423	340
3rd Quarter	13	245,217	18,863	99,849	7,681	3,766	290
4th Quarter	13	257,081	19,775	103,436	7,957	3,966	305
1962 1st Quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd Quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd Quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th Quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st Quarter	13	382,203	29,400	97,431	7,495	4,985	383
1962 March	5	130,878	26,176	41,951	8,390	1,759	352
April	4	94,502	23,626	28,875	7,219	1,195	299
May	4	110,669	27,667	32,227	8,057	1,154	289
1963 March	5	155,118	31,023	37,570	7,514	1,756	351
April	4	120,917	30,229	27,117	6,779	1,198	300
May	4	134,902	33,726	30,839	7,710	1,515	379

Exports

Number

	Passenger Cars (including taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,792	140,728	7,413
1961 1st Quarter	85,219	48,357	1,976
2nd Quarter	93,672	41,231	1,695
3rd Quarter	87,464	35,846	1,464
4th Quarter	104,389	34,611	1,778
1962 1st Quarter	141,762	36,236	2,011
2nd Quarter	146,500	38,205	2,008
3rd Quarter	130,262	32,004	1,636
4th Quarter	126,268	34,283	1,758
1963 1st Quarter	150,305	36,944	1,882
1962 March	46,201	13,393	707
April	51,266	12,592	885
May	45,935	13,111	577
1963 March	55,883	14,143	639
April	53,589	13,317	608
May	56,029	14,284	716

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Directory for Hosiery and Knitwear Industries

The 16th edition of *Skinner's Hosiery and Knit Goods Directory* has been published by Thomas Skinner and Co. (Publishers) Ltd., 44 Brazennose Street, Manchester 2 (price £2 5s. net). The directory is arranged in the same style as previous editions and contains Manufacturers' Sections, a Buyer's Guide, a Trade Marks section, and details of firms providing mill supplies and services. The publishers say that this new edition has been completely revised and that many additions have been made to the information in all sections.

Registrations of British and Foreign Films

FOLLOWING are films registered by the Board of Trade under the Films Act, 1960, during week ending Friday, June 21, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Wings Of Mystery	Children's Film Foundation Ltd.	Rayant Pictures Ltd., for Children's Film Foundation Ltd.	Br/E 28626	55	June 17
Look At Life Series 18:					
The Trade Winds Blow	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28629	9	June 18
Vintage Models	" "	" "	Br/E 28630	9	June 18
People Of Power	" "	" "	Br/E 28631	9	June 18
New Pathe Pic. Series No. 443-455:					
Pathe Pic. No. 443	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28634	8	June 19
Pathe Pic. No. 444	" "	" "	Br/E 28635	8	June 19
Pathe Pic. No. 445	" "	" "	Br/E 28636	8	June 19
Pathe Pic. No. 446	" "	" "	Br/E 28637	8	June 19
Movietone News 1775 A	Twentieth-Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27979	7	June 21
Movietone News 1776	" "	" "	Br/E 27980	7	June 21
Pathe News 63-49	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28032	9	June 21
		FOREIGN			
The Devil And The Ten Commandments	Compton-Cameo Films Ltd.	Mondex Films	F 28621	143	June 17
Rome In Flames	" "	Atlantica Cinematografica S.R.L.	F 28622	87	June 17
Satan Leads The Dance	" "	Hoche Productions-Marceau Cocinor-Les Films Du Saphrene (Roger Vadim)	F 28623	81	June 17
Death On The Arena	Ranworth Film Services Ltd.	Leone Film	F 28624	89	June 17
Aliki	" "	Finos-Aquarius	F 28625	86	June 17
Drums Of Africa	Metro-Goldwyn-Mayer Pictures Ltd.	Zimbalist-Krasne Productions	F 28627	90	June 18
The Tom And Jerry Cartoon Kit	" "	Metro-Goldwyn-Mayer (Inc.)	F 28628	7	June 18
The Slick Chick	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.	F 28632	7	June 19
Fast Buck Duck	" "	" "	F 28633	7	June 19
Thirty Years Of Fun	Twentieth-Century-Fox Film Co. Ltd.	Robert Youngson Productions Inc.	F 28638	85	June 21
Divorce Italian Style	" "	Lux-Vides-Galatea Films	F 28639	104	June 21

Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

British Film Fund Agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended May 25, 1963:

Distributors' earnings submitted: May 25.

High cost films	£675,627	
Low cost films:		
Eligible (after multiplying by 2½)	£66,764	
Not elegible for 2½ times rental	£7,834	
		£750,225
Films of less than 3,000 feet (after multiplying by 2½)		£81,695
		£831,920
Levy collections paid to Agency by H.M. Customs and Excise to May 31, 1963, approximately covering entertainments to May 25, 1963.		£273,946

The seventh interim allocation for the sixth distribution period will be at the rate of 37½ per cent.

Cinema Admissions and Takings in May

DURING May the weekly average of admissions to cinemas in Great Britain was 7.1 million and the weekly average of gross box office takings was £1.02 million.

The Patent Office Library

'All kinds of scientific works are kept there, and it is one of the most complete scientific libraries in England.' (Cassell's Saturday Journal, 1888.)

The Patent Office Library was already famous in 1888. Then, as now, members of the public were freely admitted without formality to the shelves. Today they are able to consult 200,000 volumes of scientific and technical periodicals (8,500 different titles are currently taken), 100,000 books, and 10,000,000 patent specifications from all over the world. More than 100,000 visitors came last year, – proof that the facilities offered by this remarkable public reference library are being increasingly recognized by industrial research workers, information officers, and others. Opening hours: 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

Export Activity

Mr. Reginald Maudling (extreme right), Chancellor of the Exchequer, being shown the assembling of studio couch frames at the Vono factory during his recent visit to Vono Ltd., Grovewood Products Ltd., and other member firms of Duport Ltd. at Birmingham. With him are (left to right): Mr. P. J. L. Homan, Regional Controller, Board of Trade, Midland Region; Mr. M. S. Vaughan, chairman, Vono Ltd.; Mr. G. F. Cole, Managing Director, Vono Ltd.; Mr. W. L. Barrows, chairman, Duport Ltd., and Mr. D. J. Hatton, works director, Vono Ltd., who export widely

Part of a consignment of 10 ton-capacity 'Leedsall 8' dumpers made by Robert Hudson (Raletrux) Ltd., Leeds, on the way to a customer in the Far East

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
July 8 .	Two T.2 hangars, one Blister hangar, four Romney huts, 49 Seco huts, 13 Nissen huts, six by 12,000 gallon, three by 26,000 gallon fuel tanks.	Royal Air Force Station, Merryfield, Somerset	Rawlence & Squarey, Mansfield House, Silver Street, Taunton, Somerset. (Tel. Taunton 81234/5).
July 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

The above sale will include radio and electrical spares, transformers, rectifiers, M.T. spares, aircraft instruments, radio receivers, electronic valves, engine cases, aluminium containers, compasses, watches, clocks, paint and general stores.

July 19 .	Approx. 670 acres of primarily agricultural land, but one lot is suitable for residential development (about five acres). The land will be offered in 18 lots.	Burn Airfield, Selby, Yorkshire . . .	Richard Pratt & Son, 2 Park Street, Selby, Yorkshire. (Tel. Selby 111).
Aug. 28 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Sept. 12 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Oct. 9 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Oct. 17 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Tender Sale

Tenders are invited for the purchase and removal of a Type T.2 hangar, approximate size 136 ft. by 122 ft. at Benbecula Airport, South Uist, Hebrides. Apply within seven days of the date of this notice to Air Ministry (C.19a), London, W.C.1, for tender form.

War Office

1963	Stores	Location	Auctioneers
July 2-4 .	Vehicles, earth moving lifting equipment, trailers, motor cycles and plant spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
July 9 .	Machine tools and miscellaneous stores including:	W.D. Depots, Rhydymwyn, Yeadon, and R.O.F., Chorley. (*Sale at Cheetham Town Hall, Manchester*, 8.)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester, 3. (Tel. Blackfriars 4559).

Lang and Adams centre lathes; Herbert, Ward, Murad, Warner and Swasey and other capstan and turret lathes; Fell copying lathes; Drummond Roughing, Sentinel and Braithwaite lathes; Archdale, Brown and Sharpe, Kent-Owen, Edgwick, Sunstrand and other horizontal and vertical millers; Holroyd vertical cam millers; threadmillers; C.G. & T. profile millers; Churchill cylindrical, B.S.A. No. 7 centreless, Robot surface and other grinders; Cincinnati, and Pratt and Whitney tool and cutter grinders; Lumsden and other D/E grinders; Herbert and Pollard vertical and horizontal drills; Urquhart Lindsay 200 ton heading presses; S. and B., Norton and Hempstead fly presses; Blackburn and Crawshaw and other double sided presses; banding and toggle presses; Flannery 8 sp. drawbore; Pratt and Whitney rifling machines; Scaiky welding machine; Chambersburg cecostamp drop hammers; keyseaters; bench grinders; test rigs; Milton racking; linseed oil and compositions; Cambridge stroboscopes; weighing machines, etc.

July 18-19 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
July 25-26 .	Miscellaneous stores	Technical Stores Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	June 7	Sept. 6
United Kingdom	May 3	Aug. 2
Outside Europe	April 5	July 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

• indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on June 7, May 3 and April 5 respectively.

EUROPE

Amendment

THE BOARD OF TRADE have been advised that the title of the British Trade Fair to be held at Barcelona from April 1-12, 1964, should now read British Industrial Fair. Details about this event appeared in the *Board of Trade Journal* dated July 7, 1963, and subsequent issues.

Addition

LIEGE – INTERNATIONAL FAIR (MINING AND INDUSTRIAL MACHINERY) – May 23-June 7, 1964.

• Apply, Mr. R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

UNITED KINGDOM

Additions

LONDON – MAKERS-UP FABRIC ASSEMBLY – April 27-May 1, 1964.
At Mount Royal Hotel, W.1.

• Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 3172-2985).

LONDON – 3RD INTERNATIONAL INDUSTRIAL FINISHES EXHIBITION – May 25-30, 1964.
At Earls Court.

• Apply, H. J. Conroy, Esq., Scientific Surveys Ltd., 97 Old Brompton Road, London, S.W.7. (Tel. Knightsbridge 9360).

Determined Effort of Construction Equipment Industry Abroad

— Mr. Frederick Erroll

SPEAKING AT THE OPENING of the second International Construction Equipment Exhibition at Crystal Palace, London on June 25, Mr. Frederick Erroll, President of the Board of Trade said it was encouraging to see the industry's determined effort both at home and overseas. In this connection he was glad to note the rise in sales; in particular to the EFTA countries who offered an important and promising field for our trade.

The President said that the United Kingdom had always taken a leading part in working for the speedy elimination of tariffs and quotas within the EFTA, and he hoped that the agreements recently reached in Lisbon for the elimination by the end of 1966 of tariffs and quotas on industrial goods would give the industry further opportunities to develop their exports to our fellow members of the Free Trade Association.

'There seems to have been a striking increase in your exports to the Common Market over recent years – proof, I think, that whether we are in the European Community or not, it remains, despite its tariffs, one of the most rewarding and challenging markets to the British exporter.' he added. 'As you know, it is still our desire to join whole-heartedly in the building of a wider Europe and we hope that the Community will develop in an outward-looking and liberal direction taking account of the interests of third countries. It is our objective to maintain and extend the channels of communication and consultation with the Community, and I was glad to hear your chairman refer to your contacts with industry on the Continent. Such contacts can be an important means of bringing the influence of British views on to the development of Community policies.'

Referring to the exhibition the President said it was proof that the industry was nothing if not exhibition-conscious. In his frequent trips abroad he had noticed a certain diffuseness in the publicity given to British products. There was a lot to be said for concentrating efforts on certain markets and then getting together as an industry in putting on a joint display at a trade fair. The impact was bigger and it created a strong impression on the buyer to see a large unified array of goods from one country.

'I know that a great deal of thought is being given to the use of new techniques in building construction, and to greater productivity in the building industry. I was, therefore, particularly pleased to hear that the Building Research Station of the Department of Scientific and Industrial Research have successfully developed the "Humper" – a machine for unloading and transporting material on building sites – and that it is being displayed here to-day. The Building Research Station seem to have made a fitting contribution to National Productivity Year.

The Board of Trade and Overseas Fairs

— Mr. David Price

REFERRING to the Board of Trade's problem of deciding how to spend to the best advantage the limited resources the Board had available for official participation in overseas fairs, as distinct from expenditure by industry, which was a matter for their own commercial judgment, Mr. David Price, Parliamentary Secretary Board of Trade, speaking on June 24 during 'British Day' at the International Trade Fair in Bordeaux, France, said it was really a problem of priorities. The Parliamentary Secretary said that in making our decision, we were principally guided by the preferences of British industry. It was private firms, and not the Government, which made the goods and had to sell them. It would be unwise, and indeed, impertinent, for the Government to interfere in detailed matters of commercial judgment. The Board of Trade would not be competent to tell firms that they would do better to give up their

(*Continued on page 1457*)

28th International

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Further information may be obtained from:

The Administration of the I.F.T., Thessaloniki, Greece and through the Greek Consular Authorities.

British Week in Munich 'A Resounding Success'

By A Special Correspondent

THERE CAN BE NO doubt whatsoever that the British 'Week' held in Munich, capital of Bavaria, from June 8 to 16, was in the words of an official of the city's Municipal Authority 'a resounding success, the impact of which will be felt for a very long time to come'. Another opinion was that the 'Week' was the best and most successful ever held in the city. (Other 'Weeks' have previously been organised by the French, Dutch, and the City of Berlin.) Visitors to Munich during the nine days of the event – and there were many British people among them – were in no doubt that the city had adopted a British facade. Tramcars, stores and shops sported Union Jacks, shop windows and department stores featured British consumer goods ranging from tinned foods to textiles, and from furniture to farm produce. In a number of prominent city buildings, and department stores too, there were presented facets of British life: a feature portraying 'Britain Past and Present', a history of Britain's shipping industry, the country's progress in the field of atomic energy, literature, fine arts, and industry and perhaps not least, its culture and social life.

Organised by the Munich City Authority and H.M. Consulate-General, Munich with the assistance of the Board of Trade, the Foreign Office, the British Council and the Central Office of Information, the 'Week' was officially opened on June 8 by Viscount Hailsham, Lord President of the Council and Minister for Science. In his speech in German, Lord Hailsham said that Britain presented her contributions to the event with love and pride. In the exhibition in the City Museum there were displayed three aspects of Britain's national life – books, ships and atomic energy. The first represented our cultural heritage, language and literature. The second showed our maritime commerce, our geographical position, and the traditional source of our political strength. Thirdly, there was presented a symbol of our desire to survive as a contemporary influence in a technical age, and a will to contribute to a peaceful world of scientific progress. The whole represented the wish of the British Government and people to live at peace and unity with the people and Government of Germany.

Among those who attended the opening ceremony were Dr. Hans-Jochen Vogel, the Lord Mayor of Munich, Mr. Duncan Weatherstone, Lord Provost of Edinburgh (which is the 'twin' city of Munich), Sir Frank Roberts, H.M. Ambassador, Bonn, Mr. A. S. Halford, H.M. Consul-General, Munich, Mr. F. W. W. Murray, H.M. Consul (Commercial) Munich, and Mr. Richard Seymour, Director General of the British Council in Germany.

To single out any feature of the 'Week' for special mention would be invidious. The success of a British firm manufacturing decorative and ornamental metal furniture whose aggressive salesmanship and excellent delivery service brought much adulation from German buyers and agents dealing in this particular commodity was as much of a highlight as the popularity of the calvalcade of British motor-cars and their resultant sales and orders and firm inquiries. Similarly, the success of the Maritime, U.K. Atomic Energy Authority, Books and Wedgwood porcelain exhibitions could not be said to be more of a feature than the efforts of an English firm who introduced granary bread for the first time into Germany, or of that of a Scottish meat marketing corporation who sold 25 carcasses of fresh lamb within four and a half days. The response from British firms participating in the event was excellent. Some 150 stores and shops featured textiles, food stuffs, porcelain, furniture, toys, soft furnishings—some of which were introduced for the first time in Munich – gardening equipment, leather, beer and spirits.

Seen at the Britain Past and Present exhibition at the Kuafhof department store, Munich, are: (left to right) H.E. Sir Frank Roberts, H.M. Ambassador, Bonn, Direktor Schroeder, a director of the store, Mr. James Hadley, of the Export Council for Europe, Mr. G. F. Rance, Vice-Consul (Commercial) Munich, Mr. A. S. Halford, H.M. Consul-General, Munich, Mr. Donald Robinson, International Wool Textile Export Corporation, and Mr. F. W. W. Murray, H.M. Consul, Munich.

Perhaps it would be fair to say that much of the success of the commercial displays was due to the Samples Fair held in Munich in March of this year. Echoes of this display are still reverbrating in many of the stores, some of which are famous and comparable with some of Britain's departmental stores, as well as in the small side-street shops in the city and in the suburbs. This display of British goods was not confined to the centre of the city. There was as much enthusiasm by the 'little shop around the corner' in the outer suburbs as there was in one of Munich's largest departmental store.

The weather during the first six days of the 'Week' was not conducive to browsing around an exhibition. Nevertheless, the displays drew large crowds to the British exhibition, the U.K. Atomic Energy display, the presentation of Books, and the show of Wedgwood porcelain. Even allowing for the rush of enthusiasm during the beginning of the 'Week' the attendance figures returned were considered to be excellent. As an example, 1,700 visited these displays on the opening day. At the entrance to the Maritime exhibition was a figurine of the first Queen Elizabeth and behind a larger than life colour transparency of H.M. Queen Elizabeth II, loud-speakers cleverly concealed, emitted the cries of seagulls – no doubt British visitors were reminded of a well-known BBC radio programme. This set the atmosphere for the exhibition which was designed by the Central Office of Information on behalf of the Foreign Office in conjunction with the Munich Municipal authorities. From a display of sea paintings sponsored by the Society of Marine Artists, the visitors passed pictures of four British Kings—Alfred, Richard I, Henry VII, and Henry VIII,

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Board of Trade and Overseas Fairs (*Continued*)

participation in one fair and transfer it to another, and they had no wish to try to do this.

'And so in the past few years we have had to shape our policy on support for overseas fairs to take account of the increasing trend for British firms to display their goods at specialist fairs rather than at more general fairs,' he added. 'I believe that this trend is not confined to British firms, nor does it affect fairs in France alone. Indeed it is now some years since we in Britain decided that the largest general fair in Britain, the British Industries Fair, was no longer commanding sufficient support from firms to justify its continuation, and so it was discontinued. The whole trend in our country is away from the general fair in favour of the specialist fair. Nor do I believe that our British experience is different from that of other advanced industrial countries.'

The Parliamentary Secretary said this did not mean that the Board of Trade took no interest in more general fairs, and particularly in the Bordeaux Fair. The Board was always pleased to provide particulars of the event to any English firms who are interested.

each of whom influenced the organisation and growth of the Royal Navy. This was followed by a large illuminated rose compass which faded to show the ghosts of eleven of Britain's greatest explorers, who, between the 15th and 19th centuries sailed to the four corners of the earth opening new sea routes for the trading of British merchandise.

Exhibits of lifeboats, lighthouses and fire-fighting vessels stressed Britain's contribution to safety at sea, while a display of models of ships illustrated the development of shipbuilding and propulsion from sail to the latest gas-turbine engine. No marine exhibition is complete these days unless it includes the Hovercraft, whether exhibited in reality or in model form. This exhibition was no exception. A display of models of the British invented Hovercraft was supported by a coloured film showing the craft in action. The show ended with a map marking the cable routes of the world including the existing sections of the 51,500 kilometre British Commonwealth telephone cable which has been mainly supplied and laid by British industry.

Equally interesting was the UKAEA feature which covered Britain's technical developments in the field of nuclear energy, isotopes and apparatus connected with this field.

Again, another successful exhibition was that organized in the South German Building Centre, by Mr. H. B. G. Montgomery, director of the Building Exhibition in London, where numerous serious inquiries about the display of building materials and products were made by German visitors.

Lord Hailsham, who was accompanied by Sir Frank Roberts, Dr. Otto Schedl, Bavarian Minister of Economics, and Burgermeister Beyerle, opened the calvacade and display of British cars. Forty-three cars ranging from a Rolls-Royce to the Rootes Group's latest model – the 'Imp' – were on display. Within a few hours of the opening of this display many firm orders had been taken. One German actually took out his wallet and produced the cash necessary to purchase one of the cars of his choice. Another, bought a car, then commented ' I purchased a similar model only nine months ago, but I just couldn't resist buying another.' Sports models and drophead coupes are extremely popular in South Germany, as indeed they are elsewhere in the country, and from observations made during the ' Week ' it is obvious that there is a market for British cars in Germany.

There were many other commercial features connected with the 'Week'. Several firms put on individual displays at various stores and buildings in the city. For example. The British Travel and Holidays Association organized a photographic competition in which photographs of British scenery were displayed for identification. The prize for the successful competitor is a free trip to Britain. The International Wool Textile Corporation organized a slogan competition for British wool textiles. This took the form of judging the best dressed window featuring textiles and the best German slogan submitted to expound wool textiles. The winner's prize is a holiday in Britain at the Corporation's expense. At the Hauptbahnhof (the main railway station) the first railway engine used in Germany—bought from Britain for £850 in 1835—was featured. The hundreds of passengers using the Hauptbahnhof daily, flocked around the stand in the main hall of the station to admire the engine which had been repainted, gilded and polished. British Railways and the British Holiday and Travel Association combined to set up an information centre which resulted in some serious inquiries received at the rate of from 25 to 30 an hour.

Lord Hailsham (third left) seen during his tour of the city's stores and shops, following the opening of the 'Week.' He was accompanied by (left to right) Mr. John Price, Counsellor Information, British Embassy, Bonn, Mr. F. W. W. Murray, H.M. Consul, Munich, and Mr. Herzig, Private Secretary to Lord Hailsham.

The British Broadcasting Corporation in association with the Bavarian Radio Corporation were afforded a whole day's programme on June 9 and daily programmes thereafter for the remainder of the week. These programmes included a round table discussion in German in which the speakers included Mr. Richard Crossman, M.P., and Mr. Robert Mayhew, M.P. The popularity of the week was emphasized by the publicity it received daily on television, radio and the press.

Concerts, at which the attendance was extremely good, were given by the London Symphony Orchestra, a group of Scottish dancers—well known on television in this country—the Sadlers Wells Opera Company, the Western Theatre Ballet, a jazz festival, and British films featured at various Munich cinemas. Britain's social life was demonstrated by the transformation of a Munich restaurant into a ' British Pub ' where beer, whisky and gin were sold, and where the chief chef-instructor of the British Transport Commission supervised the catering of English cheeses, smoked salmon, veal and ham pies, and Scottish lamb. The inclusion of a dartboard contributed the correct ' flavour ' to the atmosphere of the establishment. Probably the most popular features of all were a London Transport No. 11 bus, and two policemen from Edinburgh on point duty at the main traffic centres of the city.

As one Munich observer said ' This is a week that will be remembered by the city for a very long time.'

Britain's Biggest Ever Plastics Exhibition

THE all-pervading influence of plastics on virtually every industry and in every home and office was strikingly demonstrated at INTERPLAS 63, claimed to be the biggest international plastics exhibition ever held in Britain, at Olympia, London (June 12-22), organised by Iliffe Exhibitions Ltd., for the Iliffe journals British Plastics and International Plastics Engineering with the co-operation of the British Plastics Federation.

More than 500 firms from twenty countries showed their products in this vast, intricately colourful display which embraced the entire production from new materials and processing machinery to the myriad finished products – toys, clothing, carpets, wall coverings, furniture, kitchen equipment, plastics for industry, both light and heavy, aircraft, car and railway rolling stock parts, boats, beer barrels and intricate components for industry. Beyond these everyday products, plastics become life-savers in the shape of surgical instruments and appliances which can even replace human tissue successfully.

On the export front, Britain was well to the fore in plastics products, in plastics powders which sell well even in countries like Sweden and West Germany, to name but two of our European buyers, and in Eastern Europe where British plastics machinery engineers are at this moment installing vast plants. The British plastics industry would be first to give some of the credit for this to the Council of Industrial Design which is in constant touch with developments. For example, The International Design Display illustrated the use of plastics by leading designers from Belgium, Canada, Germany, Holland, Italy, Norway, Sweden, Switzerland, the United States, and the United Kingdom. Some 200 specially selected products on show ranged from food mixers, coffee grinders, vacuum cleaners, luggage, watering cans and hair dryers – to type-

(*Continued on next page*)

writers, soft drink dispensers, tape recorders, inter-office communications equipment and baby chairs.

Items in the British section were chosen by the selection committee of the Council of Industrial Design, and overseas products were chosen by each country's appropriate design institute.

Products in the International Design Display were judged at the exhibition by a panel of leading design authorities and the award, a superbly fashioned trophy, was presented to the designer of the best product.

In the midst of this essentially look-ahead exhibition, there was an intriguing look-back in an historic collection ranging from pre-1900 household goods and military equipment to one of the very earliest uses of plastics in telephone casing. A whole range of telephones, from the antique to the contemporary were on view together with similar displays of cameras, radio cabinets, car fittings, dentures.

The industry, now celebrating its centenary year, has come a long way from celluloid introduced at the time of the Great Exhibition, to polypropylene, the newest plastic. The 1963 exhibition was opened by Mr. P. C. Allen, president of the British Plastics Federation, and the International Plastics Convention which took place in conjunction with the exhibition was held from June 17-19.

A tour of the exhibition showed how many products that were once made of non-ferrous metals are now being made of plastic and as Mr. Allen, in his opening speech, pointed out, the volume of plastics produced is almost three times that of major non-ferrous materials, it is perhaps not really so surprising. He added that Britain's share in this is over one-third of the total world production and that from the growth of the industry Britain would reach the one million-ton mark in the late 1960s. *Per capita* annual consumption in Britain had reached the record figure of 21·5 lb.

He also emphasized the part played by plastics in the building industry in construction, equipment and decoration. A number of exhibits are allied to this industry and a new product which appears to hold great promise for the building trade, was the concrete building block exhibited by Storeys of Lancaster. It is made of expanded concrete, vacuum covered with PVC in a choice of colours. These blocks will enable builders to dispense with the need for both external and internal decoration. Other new products included:

Robin Day Polypropylene Chair. A new chair, designed by Robin Day and moulded in the newest plastics material, polypropylene. The one-piece seat and back, available in various colours, can be fitted to one of six different bases, making it suitable as a dining or occasional chair. It would also look well in bedrooms, kitchens, nurseries or the garden (Thermo Plastics Limited).

Spraying Plastics Powder. A new technique for applying plastics powder to surfaces may compete with spray painting. The powders may be electrostatically applied to form a very thin, even coating to large areas, providing a durable, corrosion resistant surface. (Telcon Plastics Limited).

Forty Pairs of Baby-pants a Minute. The first machine in the world capable of producing PVC baby-pants at the rate of 40 per minute will be seen at INTERPLAS. (H. F. Industrial Services Limited):

Blow me a Barrel. Thirteen gallon barrels blow-moulded in a density polythene seen in production. (Emerson Walker Limited).

Many Attractive Exhibits at 23rd Antique Dealers' Fair and Exhibition

ONE OF LONDON'S most attractive exhibitions and a favourite, not only with connoisseurs and dealers, but with many visitors to Britain, the 23rd Antique Dealers' Fair and Exhibition, was opened in Great Hall at Grosvenor House, Park Lane by the Marchioness of Blandford on June 12. The Fair remained open to June 27.

The overwhelming impression of this glittering collection, ideally housed in the luxurious gold and amber setting of the Great Hall, was one of great wealth and beauty, created with the utmost care. The objects displayed were all very old or very small or very grand or very costly or very quaint or a combination of these qualities. They ranged from relatively humble household goods of long ago to palace treasures but they all had at least three things in common. They had all been carefully passed as authentic antiques made before 1830, they were all (except the loans) for sale and they all appreciate in value as they get older.

There was a common factor which soon became apparent. Every object had its individual character, reflecting the immense care and pains taken by craftsmen and artists, now long dead, to achieve the finest possible results from the best available materials. Whether these materials were the cattle bones carved by an anonymous French prisoner of war into an elegant miniature of a ship-of-the-line or the mahogany and tapestry used by Chippendale to make an outstandingly beautiful 7-ft. settee, they had been fashioned with extraordinary skill and patience into articles whose equal would be very hard to find in this age of mass production.

Once again the exhibition's organizers owed much to the interest of the Royal Family. This year H.M. The Queen lent a superb 18th century French pedestal clock in the style of Andre-Charles Boulle. The clock, which was over 7ft. high, rested on four sphinxes and was surmounted by a trophy containing a sunburst beneath the Royal Crown of France. It was bought in Paris in 1820 on behalf of George IV for use in Carlton House and subsequently the original movement, designed by Gaudon, was replaced by one made by the Royal Clockmaker, Benjamin Joseph Vulliamy. H.M. The Queen Mother, who is the Patron of the Fair, lent a silver-gilt dessert service, engraved with the Arms of George I and made in 1714 by Lewis Mettayer at the sign of the Acorn in Pall Mall. There were also a pair of Chinese porcelain bowls of the Ch'ien Lung period, loaned by H.R.H. the Duke of Gloucester, and a silver-gilt tea and coffee service made in London by John Robins in 1801 which was lent by H.R.H. Princess Marina, Duchess of Kent.

A 24-oz. silver peg tankard, made by Marmaduke Best in York in 1670, had been lent by the Worshipful Company of Goldsmiths. It was interesting to learn that peg tankards – which contained vertical rows of four studs indicating the measure for each drink – were the origin of the phrase 'taking him down a peg.'

Apart from the above mentioned exhibits which had been specially loaned, all the articles displayed were for sale and indeed there was some brisk bargaining going on, not only from wealthy connoisseurs and dealers but from other visitors, many from overseas, who wished to invest in a beautiful object whose value inevitably grow or who merely wished to acquire something attractive, of intrinsic value and yet well within average means. However, not all the articles would appreciate so much as Lord Nelson's set of 5 silver spoons and 2 silver ladles which in 1896 realised 18 and 8 guineas respectively, or the still life painting on copper on a table by Floris van Schoolen which was sold to a lady for £4 10s. and auctioned many years later for £4,000.

The oldest exhibit was a pre-dynastic dark stone vase dated 3,500 B.C. There were also a 3-in. terra cotta figure of a Minoan woman with arms akimbo and a Minoan double bladed axehead, both dating from about 1,400 B.C.

Much of the real charm of these antiques lies in the association of these often utilitarian objects with their owners, often enough names which have become the stuff of history. There was an oval mahogany tray reputed to have been used to serve Bonnie Prince Charlie during his escape under the guidance of Flora MacDonald. There was a silver gilt medallion of Admiral Lord Nelson, which, somewhat mysteriously, was bought from a peasant in Norway. A gold snuff box once presented by Catharine The Great to an officer of her horse guards. A very handsome pine-framed mirror once belonging to David Garrick attracted attention and one wondered if it would become the property of some other famous actor.

Perhaps the most romantic exhibit of all was an elegant little quaich of silver and yew, made from wood cut from Mary Queen of Scots yew tree at Cruikston in 1816 and inscribed with a verse to 'Scottia's Queen.' Mary Queen of Scots spent some time at Cruikston with the Earl of Darnley.

There is no doubt that the 23rd Antique Dealers' Fair and Exhibition fully upheld the standards of quality and interest which have been the hallmarks of its predecessors since 1934.

1863
1963
Our century in the East

When we opened our first branch in Calcutta in 1863, India was at the beginning of an industrial revolution. The foundations had been laid of the great tea, cotton and jute industries which were setting out on the roads that were to take them to their present important position in world trade. And at every stage *we were there*—to advise, to assist, to provide banking services. As a result, we have grown, too. In this Centenary Year our organisation comprises 167 branches in India, Pakistan, Ceylon, Aden, Somalia, East Africa and the Rhodesias. The reason for our growth? You will find it in the unrivalled quality of our service.

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During the German Industries Fair, Hanover (April 28 to May 7) many European businessmen visited the stand of Geo. Bray & Co., Ltd., Leeds. Left to right in this picture are Herr Karl Schlimme of Karl Schlimme Metallwarenfabrik, Hanover, a customer of the firm and a manufacturer of instantaneous gas water heaters; Mr. David Gill, assistant commercial manager of Bray's Burner Division; and Herr Gunter Engelhardt, Bray's German sales manager.

Bigger Show Ring and New Events at the Royal Dairy Show

A MUCH BIGGER show ring, to house new and more spectacular events, will demonstrate the theme of the Royal Dairy Show to be held at Olympia, London, from October 22 to 25 – 'Britain's Dairying Triumph, the success story of a £600m. Industry'.

The ring has been moved from the Empire Hall to the National Hall, where it will be the central point of the show. Not only will the arena itself be bigger, but there will be better marshalling facilities for the cattle-judging for which this event is famous, and for demonstrations and displays to be introduced this year for the first time.

At noon on October 22 the ring will be the scene of an official opening. The Minister of Agriculture has been invited to perform the ceremony, supported by the President, the Marquis of Abergavenny, the President-Elect, Lord Netherthorpe, and the Dairy Queen of 1963, the Dairy Queen of Ulster, the Dairy Princess of Ontario and the London Dairy Princess.

Among the participants at the Show will be the Ministry of Agriculture (who will demonstrate milking efficiency), the Milk Marketing Board (featuring quality milk), the National Dairy Council (with a dairy market and milk bar), the Pig Industry Development Authority (which will show how output can be maintained while reducing overhead costs), the British Egg Marketing Board and the British Farm Produce Council.

Inquiries about this event should be addressed to the Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903/4).

Management Control

The first issue of a new quarterly journal devoted to management control, *The Journal of Scientific Business* has been published by The Creative Press and Publishing Co. Ltd., 4-6, East Street, Reading, Berks. Annual subscription, £2 5s.

Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

British Commercial Representatives Overseas

IT IS strongly recommended that all commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list below) or to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757. Telex – 25977. A great deal of overseas commercial information is on record and can be supplied immediately.

When travelling on business overseas a call on the nearest British Commercial Officer will be of considerable assistance to you, and prior notice of your visit given to the Board of Trade will enable him to prepare in advance the information which you need. The list is not exclusive but gives the names and addresses of full-time representatives in charge of offices.

The Board of Trade publishes a series of booklets 'Hints to Businessmen' for most of the countries listed. Copies may be obtained free of charge by British businessmen who intend visiting any of the countries on export business, on application to the nearest Regional Office, to Export Services Branch or Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855. Ext. 2928. Telex – 25955).

(C.G. = Consulate-General, C = Consulate, and V.C. = Vice Consulate. Unless overwise indicated, the telegraphic address of the following posts are:

(i) for Embassies and Legations – 'Prodrome', followed by the relevant town name;

(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain', followed by the relevant town name.)

AFGHANISTAN – Mr. H. H. Hale, Second Secretary (Commercial), British Embassy, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. W. H. Lawson, M.B.E., First Secretary (Commercial) and Consul, British Embassy, 6 Avenue Foureau Lamy, ALGIERS. (Tel. 6566-82/3.)

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British Embassy, Edificio Britanico, Calle Reconquista 314, BUENOS AIRES. (Tel. 49-6681-7, 7 lines.)

AUSTRIA – Mr. A. C. Maby, C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel: 73.15.75/6/7.)

INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel. U.2211.)

CANBERRA – Mr. H. W. Woodruff, British Trade Commissioner, Commonwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel. U.2211.)

SYDNEY – Mr. M. J. Marshall, The Principal British Trade Commissioner, London Assurance House, 16 Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. J. W. Stoodley, The Principal British Trade Commissioner, Australia and New Zealand Bank Chambers, 224 Queen Street, Melbourne, C.1. ('Combrit, Melbourne.') (Tel. 67-7254 (4 lines).)

BRISBANE – Mr. N. A .Pinch, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel: 2-2307.)

PERTH – Mr. B. A. F. Pennock, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel: B.A. 2042/3.)

ADELAIDE – Mr. M. E. Browne, The British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50.) Telex No. 2026/221937 a/b Prodrome Brusls.)

ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

BOLIVIA – Mr. S. W. Martin, Second Secretary (Commercial), British Embassy, Avenida Arce 2732-2754, P.O. Box Casilla 694, LA PAZ. (Tel. 4350.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.)

SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Crispiniano, 72-4 Andar (for visitors), SAO PAULO. (Tel. 35-4131.)

BULGARIA – Mr. C. L. Nash, H.M. Vice-Consul and Commercial Secretary, British Legation, Boulevard Marshall Tolbukhin 65, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. A. R. K. Mackenzie, H.M. Counsellor (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – Mr. J. Murray, H.M. Ambassador, British Embassy, Old East House, 906 Avenue des Euphorbes, Boite Postale 1750, USUMBURA. (Tel. Usumbura 2105.)

CAMBODIA – Mr. L. A. Taylor, Second Secretary (Commercial), British Embassy, 96 Moha Vithei Preah Bat Norodom, Boite Postale No. 150, PHNOM PENH. (Tel. 3974, 3975.)

CAMEROON, FEDERAL REPUBLIC OF – Mr. D. J. Self, Commercial Secretary, British Embassy, Avenue Joseph Clerc, Boite Postal 547, YAOUNDE. (Tel. 31-92.)

THE FEDERATED STATE OF EAST CAMEROON: Duala (V.C.) – Mr. L. E. Sturmey, Rue Joffre and Rue Castlenau, B.P. 4031, DUALA. (Tel. 46-27.)

THE FEDERATED STATE OF WEST CAMEROON: Buea (C.) – Mr. J. J. Balmain, H.M. Consul, British Consulate, "Castella", BUEA. (Tel. Buea 119.)

CANADA – Mr. A. Currall, The Senior British Trade Commissioner in Canada, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel. CEntral 3-4085.)

OTTAWA – Mr. J. A. E. Smart, British Trade Commissioner, 56 Sparks Street, Ottawa. ('Sencom, Ottawa.') (Tel. CEntral 3-4085.)

MONTREAL – Mr. A. Heckle, The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)

TORONTO – Mr. J. R. W. Wilby, C.M.G., The Principal British Trade Commissioner, 119 Adelaide Street West, Toronto. ('Toroncom, Toronto.') (Tel. EMpire 2-1223.)

VANCOUVER – Mr. W. K. Ward, The Principal British Trade Commissioner, Bank of Nova Scotia Buildings, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.) (Tel. 681-8381.)

WINNIPEG – Mr. R. Fox, The British Trade Commissioner, 4th Floor, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg') (Tel. W.H. 23153-4.)

EDMONTON – Mr. G. R. Latham, The British Trade Commissioner, Imperial Bank Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. GArden 4-0481/2/3/4.)

REGINA – Mr. M. W. R. Mustoe, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. LAkeside 7-6459.)

ATLANTIC PROVINCES – Mr. H. F. Codling, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') Tel. Halifax 2-7488.)

CENTRAL AFRICAN REPUBLIC – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Republic of Congo. (Tel. Brazzaville, 27-11 and 31-47.)

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CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-5.)

CHINA – Mr. L. S. Ross, First Secretary (Commercial), Office of the British Charge d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931/5.)

SHANGHAI – Mr. D. R. A. Spankie, First Secretary (Commercial), The Office of the Counsellor at Shanghai of the British Charge d'Affaires in China, 33 Chung Shan Lu, Shanghai, E.1. ('Prodrome, Shanghai.') (Tel. 11489.)

(Continued on next page)

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COLOMBIA – Mr. M. K. O. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 8, No. 15-46, 6° piso, BOGOTA. (Tel. 411051 and 433203.)

CONGO REPUBLIC (FORMERLY BELGIAN CONGO) – Mr. B. W. Gordon, First Secretary (Economic/Commercial), and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolais, P.O. Box 8049, LEOPOLDVILLE. (Tel. 3483.)
ELISABETHVILLE (C) – British Consulate, Boulevard Elisabeth 727, P.O. Box 973. (Tel. 2434.)

CONGO, REPUBLIC OF (FORMERLY FRENCH CONGO) – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940. Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

COSTA RICA – Mr. D. Reis, First Secretary (Commercial), British Embassy, Paseo Colon, 3202, Apartado 'U' SAN JOSE. (Tel. 5286.)

CUBA – Mr. P. H. Scott, H.M. Counsellor (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, Capdevila 101-103, 9° Piso (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. L. Reid, The British Trade Commissioner, P.O. Box 678, Alexander Pallis Street, NICOSIA. (Tradcom, Nicosia'). (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. W. N. Hillier-Fry, First Secretary (Commercial) and Consul, British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 66144, 66145.)

DAHOMEY – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances Avenue Chardy, Abidjan, Ivory Coast. Postal Address: Boite Postale 2581, ABIDJAN, Ivory Coast. (Tel. 66-15 and 66-16.)

DENMARK – Mr. C. B. B. Heathcote-Smith, C.B.E., H.M. Counsellor (Commercial) and Consul-General, British Embassy, 38/40 Kastelsvej, COPENHAGEN Ø. (Tel. Tria 6360.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, First Secretary (Commercial) and Consul, British Embassy, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128 and 2-3129.)

ECUADOR – Mr. R. T. Anthony, Commercial Secretary and Vice Consul, British Embassy, Calle Gonzalez, Suarez, QUITO. Casilla 314 (for correspondence); opposite Hotel Quito (for visitors). (Tel. 30070/1/2/3/4.)
GUAYAQUIL (C). – Calle Malecon Simon Bolivar 1011 and Calle San Francisco, (for mail): P.O. Box 'K', P. Ycaza. (Tel. Guayaquil 708.)

EGYPT (UNITED ARAB REPUBLIC) – Mr. R. A. Daniell, O.B.E., H.M. Counsellor (Commercial), British Embassy, Kasr-Ol-Dubara, Garden City, CAIRO. (Tel. 20850.)
ALEXANDRIA (C.G.) – Mr. R. G. Dundas, C.B.E., H.M. Consul-General, British Consulate-General, Rue Iskander Ol-Akbar No. 3. (Tel. 21246, 21247, 21248.)

EL SALVADOR – Mr. D. W. M. Pierotti, First Secretary and Consul, British Embassy, 13a Avenida Norte Continuacion Colonia Duenas, SAN SALVADOR. (Tel. 2667.) For correspondence: Embajada Britanica Apartado 601, SAN SALVADOR.

ETHIOPIA – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)
ERITREA (C.) – Mr. J. K. Reuterdhal, O.B.E., H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. P. D. Stobart, M.B.E., H.M. Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.)

FORMOSA – Mr. J. B. Weymes, H.M. Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. W. Harpham, C.M.G., O.B.E., H.M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS, 8e. (Tel. Anjou 2710-2714; 0620-0624.)
[Commercial inquiries should be addressed to Mr. A. H. Birch, O.B.E., Counsellor (Commercial), Commercial Department.]
BORDEAUX (C.) – 15 Cours de Verdum. (Tel. 52-28-35, 52-28-36.)
CALAIS (V.C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48.)
LE HAVRE (C.) – 9 Quai George V. (Tel. 42.27.47.)
LILLE (C.) – 29 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77.)
LYONS (C.G.) – 15 Quai General Sarrail Lyons (Rhone). (Tel. 24.31.53/24.57.38.)
MARSEILLES (C.G.) – 1 Rue d'Arcole. (Tel. Dragon 37.41.85/37.41.86/37.05.15.)
STRASBOURG (C.G.) – 5 Avenue de la Paix, B.P. 42. (Tel. 35.00.57.) (35.27.40.)

GABON – Mr. D. M. Pearson, M.B.E., First Secretary and Consul, British Embassy, Ave du 28 aout 1940, Boite Postale 178 'Central Post Office,' BRAZZAVILLE, Republic of Congo, (Tel. Brazzaville 27-11 and 31-47.)

GERMANY – Mr. E. Melville, C.M.G., H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, BONN (53). (Tel. Bonn 22021.)
BERLIN (C.G.) – Uhlandstrasse 7-8, Charlottenburg 2, Berlin 12, (Tel. 935293-6.)
DUSSELDORF (C.G.) – Cecilienallee 16. (Tel. 434281-5.)
FRANKFURT (C.G.) – Zeppelinallee 47. (Tel. 773251-55.)
HAMBURG (C.G.) – Harvestehuderweg 8a. (Tel. 451351.)
HANOVER (C.G.) – Aegidientorplatz 1 (First Floor), (Tel. 26451.)
MUNICH (C.G.) – Akademiestrasse 7-9. (Tel. 338245/6/7.)
STUTTGART (C.G.) – Konigstrasse 45, (Tel. 293216/7, 293566.)

GHANA – Mr. S. J. Gross, The Principal British Trade Commissioner in Ghana, Barclays Bank Building, High Street, ACCRA, (Postal address: P.O. Box 2649, Accra.) ('Tradcom, Accra.') (Tel. 4651.)

GREECE – Mr. R. A. Sykes, M.C., H.M. Counsellor (Commercial) British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.
PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 41-345.)
SALONIKA (C.G.) – P.O. Box 332, 11 King Constantine Avenue. (Tel. 77-982 and 78006.)

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UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('Ukrep, Kampala.') (Tel. 57054.)

UNITED STATES OF AMERICA

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial), Mr. M. Gale, M.B.E., H.M. Counsellor (Commercial); Mr. J. B. Cullen, H.M. Counsellor (Commercial); Mr. R. Arculus, First Secretary (Commercial); Mr. F. H. Jackson, First Secretary (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W. Washington 8, D.C. (Tel. HObart 2-1340.)

ATLANTA (C.) – Mr. G. Underwood, H.M. Vice-Consul, 814 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta 3, Georgia. (Tel. JAckson 4-2691/2.)

BALTIMORE (Hon. C.) – Mr. H. M. Stewart, H.M. Vice-Consul, Terminal Warehouse Building, 211 E Pleasant Street, Baltimore 2, Maryland. (Tel. SAratoga 7-1082.)

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, H.M. Consul, Room 2303, John Hancock Building, 200, Berkeley Street, Boston 16, Massachusetts. (Tel. LIberty 2-2810.)

CHICAGO (C.G.) – Mr. G. C. Mayhew, H.M. Deputy Consul-General, Borg-Warner Building, 200 South Michigan Avenue, Chicago 4, Illinois. (Tel. Webster 9-5166.)

CLEVELAND (C.G.) – Mr. M. W. Briar, H.M. Vice-Consul (Commercial), 1828 The Illuminating Building, Cleveland 13, Ohio. (Tel. MAin 1-7674.)

DENVER (C.) – Miss A. Clay, M.B.E., H.M. Vice-Consul, 607 Colorado Building, 1615 California Street, Denver 2, Colorado. (Tel. AComa 2-2729.)

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., H.M. Vice-Consul (Commercial), 1512 Guardian Building, Detroit 26, Michigan. (Tel. WOodward 2-4776/7/8.)

HONOLULU (C.) – Mr. W. H. M. Hindle, T.D., H.M. Consul, 1202 First National Bank Building, 165 South King Street, Honolulu 13, Hawaii. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, H.M. Consul, 1005 World Trade Centre, 1520 Texas Avenue, Houston 2, Texas. (Tel. Fairfax 3-0154.)

KANSAS CITY (C.) – Mr. G. C. Littler, T.D., H.M. Consul, Room 1420, Commerce Trust Building, 922 Walnut Street, Kansas City, 6, Missouri. (Tel. GRand 1-1644/5.)

LOS ANGELES (C.G.). – Mr. A. G. Elgar, H.M. Consul (Commercial) British Consulate-General, 3324 Wilshire Boulevard, Los Angeles 5, California. (Tel. Dunkirk 5-7381.)

MIAMI (C.) – Mr. F. Smitherman, M.B.E., H.M. Consul, 732 Ingraham Building, S.E. 2nd Avenue, Miami 32, Florida. (Tel. FRanklin 1-7544 and 1-7545.)

MINNEAPOLIS (C.) – Mr. E. H. Harrison, H.M. Vice-Consul, Room 1900 First National Bank Building, Minneapolis 2, Minnesota. (Tel. FEderal 5-0921.)

NEW ORLEANS (C.G.) – Mr. D. F. P. Williams, H.M. Consul, Suite 1501, 225 Baronne Street, New Orleans 12, Louisiana. (Tel. 522-3144/5/6.)

NEW YORK (C.G.) – Mr. G. G. Simpson, H.M. Deputy Consul-General (Commercial), 845 Third Avenue, New York 22, N.Y. (P.O. Box 3434, New York 17, N.Y.) (Tel. Plazza 2-8400.)
(Export Credits Guarantee Department representative in N. America, Mr. R. S. Kinsey, at same address.)

NORFOLK (C.) – Mr. A. L. Nicholson, Hon. Consul, 712-720 National Bank of Commerce Buildings, Maine Street, Norfolk, Virginia. (Tel. Madison 7-1934.)

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith H.M. Vice-Consul (Commercial), 12 South 12th Street, Philadelphia 7, Pennsylvania. (Tel. WAlnut 5-2430.)

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., H.M. Vice-Consul, 715 Lewis Building, Portland 4, Oregon. (Tel. CApital 7-5669.)

SAN JUAN (C.) – Mr. R. J. E. Thomas, H.M. Consul, P.O. Box 1307, San Juan 6, Puerto Rico. (Tel. 2-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, Shell Building, 1221 Locust Street, St. Louis 3, Missouri. (Tel. MAin 1-4689.)

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, H.M. Consul (Commercial), 343 Sansome Street, San Francisco 4, California. (Tel. YUkon 1-3030.)

SEATTLE (C.G.) – Mr. P. R. Larke, H.M. Consul, 1216 Norton Building, 801 2nd Avenue and Colombia Street, Seattle 4, Washington. (Tel. MAin 4-2990.)

UPPER VOLTA, REPUBLIC OF – Mr. R. S. Faber, First Secretary and Consul, British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581 Abidjan, Ivory Coast. (Tel.: 66-15 and 66-16.)

URUGUAY – Mr. J. L. Taylor, First Secretary (Commercial), British Embassy, Calle Rincon 454, Piso 5, MONTEVIDEO. (Tel. 9-2501.)

VENEZUELA – Mr. I. C. Mackenzie, C.B.E. H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence); 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco Chuao (for visitors); CARACAS. (Tel. 33.83.55/59 and 32.32.16.)

VIETNAM – Mr. A. H. Morgan, Second, Secretary (Commercial), British Embassy, 25 Dailo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, H.M. Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address enquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

ADEN: The Trade Officer, Ministry of Commerce & Industry, P.O. Box 5013, Maala, Aden. (Tel. 4848/9.)

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 85, Windhoek, South West Africa.

ANTIGUA: Collector of Customs, Antigua.

BAHAMAS: Mr. John N. Hedden, British Trade Correspondent in the Bahamas, P.O. Box 281, Nassau, New Providence, Bahamas. (Tel. 95581 and 6274.)

BARBADOS: Comptroller of Customs, Bridgetown.

BASUTOLAND: The Deputy Resident Commissioner and Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BORNEO (NORTH): The Commissioner of Trade and Customs, Jesselton.

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize.

BRUNEI: The Controller of Customs, Brunei.

DOMINICA: The Principal Secretary, Ministry of Trade and Production, Roseau, Dominica.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Suva.

GAMBIA: The Financial Secretary, The Secretariat, Bathurst.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Colonial Secretary, Colonial Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

GRENADA: The Financial Secretary, Grenada.

GUIANA, BRITISH: The Comptroller of Customs, Georgetown.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 9

(*Continued on next page*)

British Commercial Representatives Overseas (*Continued*)

Merchants Street, Valetta. (Tradevelop, Valetta, Malta.) (Tel. Central 24411.)

MAURITIUS: The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

MONTSERRAT: The Treasurer, Montserrat.

NEWFOUNDLAND: Mr. H. T. Renouf, 10 Forest Avenue, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SARAWAK: The Commissioner of Trade and Customs, Kuching.

SEYCHELLES: The Director of Tourism and Information, Queen's Building, Victoria, Mahe, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

ST. KITTS-NEVIS, ANGUILLA: Controller of Customs, Customs Department, Basseterre, St. Kitts.

ST. LUCIA: The Permanent Secretary, Ministry of Finance, St. Lucia.

ST. VINCENT: The Collector of Customs and Excise, St. Vincent.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Accountant-General & Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. O. W. Hawkins, M.B.E., 'Old Bell' Chambers, 148 Elizabeth Street, Hobart.

TONGA: British Commissioner and Consul, H.B.M's. Agency and Consulate, Tonga.

VIRGIN ISLANDS: The Administrator, Tortola.

ZANZIBAR: Mr. G. R. Coates, M.B.E., Comptroller of Customs, H.M. Customs, P.O. Box 161, Zanzibar.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff, will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

NORTHERN REGION. Clarendon House, Clayton Street West, Newcastle-upon-Tyne 1. (Tel. Newcastle 27550. S.T.D.: ONE 2. 27550. Telex No. 53178.)
R. Wood.

YORKSHIRE AND LINCOLNSHIRE REGION. Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. S.T.D.: OLE 2. 31761. Telex No. 55265.)
E. Atherton

EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate Gallery 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

LONDON AND SOUTH EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate Gallery 4355.
Barry Kay, C.B.E. Telex No. 25991.)

SOUTH WESTERN REGION. Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. S.T.D.: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

WALES. Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. S.T.D.: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

MIDLAND REGION. Somerset House, 37, Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. S.T.D.: 021. MID 8221.
P. J. L. Homan. Telex No. 33702.

NORTH WESTERN REGION. 76 Newton Street, Manchester. (Tel. Manchester Central 2171. S.T.D.: 061. CEN 2171.
R. J. Forbes, C.B.E. Telex No. 66104.)

SCOTLAND. 40 George Street, Glasgow, C.1. (Tel. Glasgow Bell 4455. S.T.D.: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 31998. S.T.D.: OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

NORTHERN IRELAND. Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. S.T.D.: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 463).

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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Manufacturers & Processors - Importers & Exporters

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Letters of Appreciation

How Official Services Help U.K. Exporters

The letters quoted below have been sent by U.K. businessmen to home or overseas officers expressing appreciation for their assistance in furthering export business. A list of British commercial representatives overseas appears on pages i - vi of this issue.

WEST AND EAST AFRICA AND CYPRUS

The writer recently made a visit to Equatorial West and East Africa and Cyprus looking for agents to represent us for the sale of our products in those areas.

During this visit he called on the United Kingdom Trade Commissioners in Accra, Lagos, Nairobi and Nicosia to ask for suggestions of firms who may be contacted.

At each one of these offices he received the utmost assistance from the Trade Commissioners and their assistants, and we would like to express our appreciation of the willing help given by these people.

When one visits the Trade Commissioners on a matter such as this, one appreciates the difficulties which must face the Commissioners when companies in the United Kingdom write and ask for agents to be obtained as obviously the gentlemen concerned cannot possibly have a knowledge of all the products of the various manufacturers who write asking for this service. This must make life very trying for them and probably has some bearing on their willingness to assist anyone who goes in person to investigate the position for themselves.

Halifax Tool Co. Ltd., Halifax.

BERMUDA

We thank you for your letter advising us of interest on the part of ———— in representing us in Bermuda.

May I take this opportunity of saying how very grateful I am for the tremendous assistance you and your colleagues overseas have given us in selecting agents to cover various export markets. I really do feel that your service has been first-class, and as a result of your efforts we are commencing to do business in quite a few overseas territories.

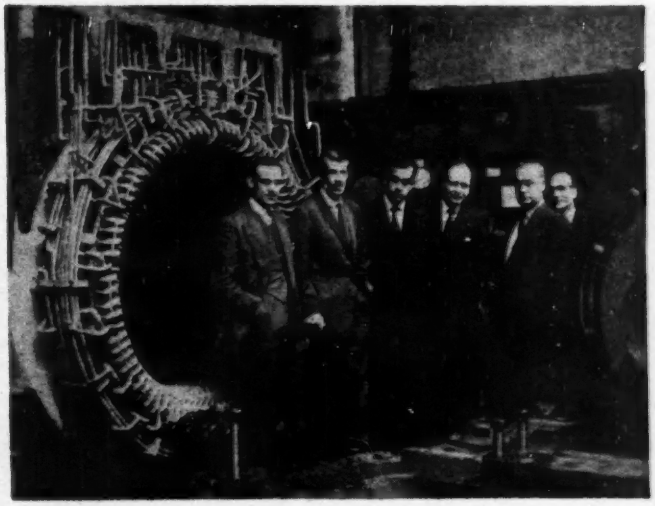
William Mallinson & Sons (Mfg.) Ltd., Crayford, Kent.

AUCKLAND

Mr. Piper has now given us the details on the imports of fatty alcohols into New Zealand for the calendar years 1961 and 1962 which we required, and we would like to take this opportunity to thank you and your Wellington office for the co-operation which they gave to Mr. Piper in accumulating the data which he has now passed to us.

Marchon Products Limited, Whitehaven.

Mr. H. Lewty (left), H.M. Consul at Houston, Texas, seen at the stand of Perkins Outboard Motors Ltd., during the recent Houston Boat Show. With him are Mr. A. Wilczynski (centre), agent for motor cruisers built by R. & W. Clark Ltd., Cowes, and Mr. Alan E. Burden, Alan E. Burden & Co. Inc., local representatives for Perkins Outboard Motors Ltd.



Four British Commercial Officers from Budapest, Karachi, The Hague and Brussels seen during a recent visit to the Trafford Park, Manchester, works of Lancashire Dynamo & Crypto Ltd., at which they provided useful information about market conditions in their respective countries. Standing beside the stator of a new alternator under construction are (left to right): Mr. K. G. W. Frost, Second Secretary (Commercial), Budapest; Mr. O. E. Ormsby, Market Officer, Brussels; Mr. A. E. Hazebroek, Market Officer, The Hague; Mr. B. W. Taylor, LDC export sales executive; Mr. W. Johnston, British Trade Commissioner, Karachi; and Mr. N. S. Goddard, LDC marketing manager, Trafford Park.

CASABLANCA

We are greatly obliged to you for your letter and we shall certainly take the opportunity of sending our literature to the names and addresses mentioned in your letter in a hope that possibly at some time our products may be of interest in your part of the world.

Please accept out thanks for the information and addresses you have given us, your kind co-operation being greatly appreciated.

W. N. Nicholson & Sons, Ltd., Newark

BEIRUT

We are in receipt of your letter. You have gone to considerable lengths to ensure that we are properly briefed, and we are most grateful to you.

With our renewed thanks for the first-class service you have extended to us.

Berry's Electric Ltd., London.

TANGIER

I really do thank you for the trouble you have taken in getting this information for me. It may surprise you that the information you gave me is of great importance and has confirmed previous advice which I have had from Australia House in London.

Coventry Tile Co., Ltd., Coventry

HONG KONG

Thank you very much for the investigations you have carried out and the information you have given us in order to provide us with a reliable and competent representative.

Elliott Business Machines Ltd., Manchester.

British Overseas Commercial Representatives' Visits during July to September, 1963

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during July to September 1963.

AUSTRALIA (Canberra)	*A. F. Collings	British Trade Commissioner	From August	Has served as Assistant British Trade Commissioner in India (Bombay), Canada (Vancouver and Edmonton) and Australia (Sydney).
CANADA ‡(Ottawa)	†§. A. E. Smart, i.d.c.	British Trade Commissioner	From September	In present post since 1958.
	§†*G. Miles	British Trade Commissioner	From September	Has served as Assistant British Trade Commissioner in Australia (Perth).
(Toronto)	*J. R. W. Wilby, C.M.G.	Principal British Trade Commissioner	September	Previously British Trade Commissioner in Ottawa.
(Vancouver)	†W. C. Hodgkins	Assistant British Trade Commissioner	September and October	Previously Assistant British Trade Commissioner in Australia (Canberra).
(Winnipeg)	H. B. Herring	Assistant British Trade Commissioner	From July	In present post since 1960.
GHANA (Accra)	A. H. G. Amy	Assistant British Trade Commissioner	September	In present post since 1962.
INDIA (Bombay)	*S. C. Stout	British Trade Commissioner	July	Has also served as British Trade Commissioner in Singapore.
SENEGAL (Dakar)	†D. M. March	Second Secretary (Commercial)	From July	Previously Assistant British Trade Commissioner in Rhodesia (Salisbury).
SOUTH AFRICA (Johannesburg)	*K. J. Green	Vice-Consul (Commercial)	From July	Has served as Assistant British Trade Commission in the Federation of Rhodesia and Nyasaland.
SPAIN (Madrid)	†E. A. Arnoux	Second Secretary (Commercial)	July and September	Has served as Third Secretary (Commercial) Cuba (Havana).
TURKEY (Ankara)	T. W. Sharp	Second Secretary (Commercial)	Late September	In present post since 1961.
UNITED ARAB REPUBLIC (Cairo)	T. Quinlan	Second Secretary (Commercial)	July	In present post since 1960.
UNITED STATES (Washington)	†H. C. L. Fassnidge	Second Secretary (Commercial)	From July	In present post since 1962.
(Miami)	†*A. R. M. Barber	Vice-Consul	From July	In present post since 1960.

‡ Ottawa is primarily an administrative rather than a commercial centre. § Deals with Federal Customs and Tariff matters.
* Not returning to Post. † First notification in the *Board of Trade Journal*.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer, or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Recent Export Orders

United Kingdom firms are invited to send in brief details of export orders for publication on this page.

£7m. Export Order For N.E. Firm

Hindustan Steel Limited of India have awarded a £7m. contract to Head Wrightson Iron and Steel Works Engineering Ltd., in co-operation with Head Wrightson India Ltd., for an iron making plant which is to form part of the extensions to the Durgapur Iron and Steel Plant to bring its annual output from 1m. to 1.6m. ingot tons per annum.

Under the present orders, Head Wrightson have been commissioned to design, engineer, supply and erect a blast furnace to produce 1,500 tons of pig iron per day, a blast furnace gas cleaning plant, a materials handling plant to deal with 900 tons of ore per hour and all of the specialized items of heavy rolling stock, including ladles and carriages, which are associated with a modern blast furnace plant.

The blast furnace, the largest unit to be installed in India to date, will be of the most modern design and arranged to enable it to be operated at high top pressure at some future date. Outputs considerably in excess of 1,500 tons per day may be expected with a fully prepared burden.

To comply with the customer's requirements, some of the equipment will be made in India to Head Wrightson designs, but a considerable volume, particularly of the heavier items, will be manufactured at the Thornaby Works of Head Wrightson, Teesdale, Ltd.

Export of Quick Frozen Fish

Britfish Ltd., of Grimsby have exported the following amounts of quick frozen fish in the first half of 1963 to Russia – 1,900 tons valued £270,000, Australia, America, Czechoslovakia and Israel 1,500 tons valued £300,000, making a total of 3,400 tons valued at £570,000. Britfish Ltd., are a co-operative non-profit making company made up of the principal United Kingdom Companies operating 12 plants and with a capacity of 1,000 tons of quick frozen fish daily (home and export) with 25,000 tons of sub-zero storage space.

United Kingdom Consortium to Supply Water Plant to Ghana

Gammon (United Kingdom Consortium) has been awarded a contract worth £1,200,000 by the Ghana government for a water supply scheme for the Swedru district. A complete system with all ancillary requirements will be installed using water from a reservoir already built.

British Engines in Russian Cars

An order for nearly one hundred 4·99 diesel engines with four-speed gear boxes has been received by the Perkins Group, Peterborough, from their distributors in Finland, for installation as first equipment in Russian Volga cars.

Electric Motors for Pulverizing Mills

AEI Ltd. have received a contract from Australia for 16 squirrel-cage motors ranging from 250 to 525 h.p. to be used for driving fans and pulverizing mills at the Muja power station in Western Australia.

Hydrogen Plant for Europe

The Power-Gas Corp. Ltd. have received from Laporte Chemicals Ltd. instructions to proceed with the design, supply, and erection of a high-purity hydrogen plant to be installed near Munich.

Overseas Trade Section

Better Trade Prospects in Canada

'I have just returned from a tour of Eastern Canada. It was both enjoyable and stimulating. Although a difficult and highly competitive market Canada continues to be one of our best customers. The level of economic activity there increased steadily throughout 1961 and 1962 and all the indications are that 1963 will be another good year. I hope that we shall get our share of this Canadian prosperity.

'Unfortunately, because of such things as surcharges and the devaluation of the Canadian dollar, our exporters have until recently been unable to take advantage of the upswing in the Canadian economy, but I am glad to be able to report that this situation is now changing. The Canadian dollar has been stabilised and the surcharges have gone. It is true that the rate of exchange is now less favourable to us than it used to be, but this is a fact of life that must be faced not only by us but also by all other countries that would export to Canada.

'Over and over again while there, I was struck by the great warmth of feeling that Canadians have for Britain, and by their renewed desire to expand trade both ways between our two countries. In particular, I was glad to find that representatives of British firms were willing and anxious to take up where some of them had to leave off when the surcharges were imposed. The struggle may be hard, but I am more than ever convinced that it will be a rewarding one. To those who have doubts about the strength and resilience of the Canadian market, I would commend the following extracts from the Annual Commercial Report which was prepared by the British Trade Commission in Canada.

—Mr. Alan Green, Minister of State Board of Trade. June 24.

THE YEAR 1962 and its immediate sequel was undoubtedly one of the most remarkable periods Canada has experienced since the war. During this period there was a crisis of confidence in the Canadian dollar which resulted in its being pegged on May 2, (shortly after the dissolution of Parliament) at 92½ U.S. cents (2½ cents below the previously prevailing floating rate), and led to the announcement on June 24 (immediately after the re-election of the Conservatives as a minority Government) of emergency measures to protect the new rate. Shortly before the election the Minister of Finance had introduced his budget but this was not debated, and the estimates of expenditure for the financial year, 1962-63, had still not been approved by the House of Commons when the new Parliament was dissolved in February, 1963.

This dissolution was brought on by the defeat of the Government in the House where it had previously been able to rely on the support of Social Credit members. The subsequent election was held on April 8, and another minority government – this time Liberal – was elected.

It is a tribute to the inherent strength of the Canadian economy that it continued to expand throughout 1962 as though unaware of the events recorded in the previous paragraphs. By the end of the year the full effects of devaluation (and the emergency tariff surcharges which had been imposed in June) on Canada's external trade were beginning to be felt. Real output (i.e. the gross national product seasonally adjusted and in constant dollars) reached a new record 4.2 per cent above the level of the 4th quarter of 1961 and, on a per capita basis, exceeded the level achieved in 1956 for the first time. Canada's foreign exchange reserves (after deducting unrepaid emergency assistance) were higher than ever before. And, barring unforeseen incidents, the Canadian dollar showed every sign of sticking at 92½ U.S. cents for many months to come. A start had been made to remove the emergency surcharges – a process which was completed three months later. Unemployment, though still high, was lower than in the previous year and there was growing confidence that economic activity would continue to rise in 1963. Of still greater interest, there was increasing evidence that the country was pulling out of the slack period from which it had been suffering since 1957.

The Outlook for Britain in Canada.

In 1961, as an immediate result of the drop in British sales to Australia, Canada became Britain's most important export market after the United States. In 1962 she dropped to fourth place, after the United States, Australia and West Germany. Nevertheless, on a per capita basis, Canada still buys from Britain six times as much as the United States, two and a half times as much as the European Economic Community and almost as much as the European Free Trade Area of which Britain herself is a member.

Between 1961 and 1962 total British exports to Canada dropped from £222 million (excluding re-exports) to £188 million. But if the lumpy items, ships, aircraft and aircraft engines (which consisted almost entirely of Vanguards and the Empress of Canada) are excluded, British exports in both years amounted to £174m. If motor cars (sales of which doubled between 1958 and 1960 to reach £38m., and halved between 1960 and 1962) are also excluded, British exports to Canada have made virtually no progress over the past five years, in spite of the steady increase in Canada's population.

For the immediate future, no major Canadian orders are immediately in sight for British ships or aircraft. It will take time for the British motor industry and its distributing system in Canada to recover from the blow of surcharges. Over the rest of the field, increased competition from Canadian goods (due to the reduced, but now stable, value of the dollar) should be at least partially offset by the effect on imports of the anticipated increase in economic activity (as indeed it was during the first ten months of 1962), and by the replacement of stocks which were run down during the period of the surcharges. But, in practice, some of the effects of devaluation are still to be felt and the surcharges may prove to have had some permanent effect on British exports. The removal of the surcharges is unlikely in any case to be fully reflected in import figures until mid-year.

Because of the nature of Britain's trade with Canada, the emergency surcharges and devaluation undoubtedly hit British sales harder than the sales of some other countries, and in particular the United States. During the five months, November 1962 to March 1963, British sales of goods other than ships, aircraft and aircraft engines were 20 per cent *below* the level of the previous year. During the preceding 10 months of 1962 (i.e. before the full effects of devaluation and the emergency surcharges had begun to be felt), British exports to Canada of the same goods were 4 per cent *above* the level achieved in the same months of 1961. In the case of motor cars, which were hit hardest of all, our exports between the two periods dropped by no less than 90 per cent.

In all the circumstances, it would be very fortunate indeed if total British exports to Canada over the whole of 1963 achieved even the very much reduced level of 1962. On the other hand, there is hope that the gap will close as the year progresses and that the total value of British exports in 1964 will exceed the level of 1962.

In the longer term, our hope is that Canada is in fact pulling out of the slack period from which she has been suffering since 1957. If she is, and there is reason to believe that this is so, the outlook for most British exports to Canada over the next few years should noticeably improve. Even so, an early restoration to its 1961 level of the total value of British exports can only be expected if British exporters are able once again to increase their sales of the three or four major exports which have been mentioned above, or to find another major growth item to take their place.

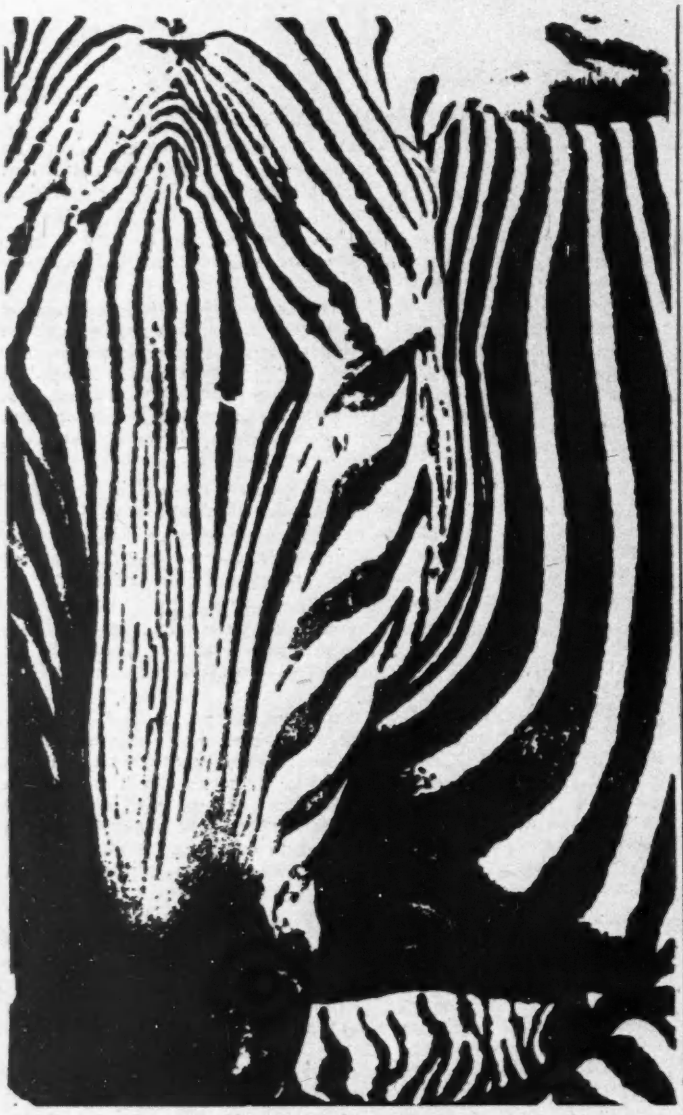
The collapse of the boom of the early fifties together with the increasing difficulties of doing profitable business in Canada as compared with the apparently growing opportunities in, for example, Western Europe – all these factors have tended to make British business men disillusioned with Canada as an export market. This is understandable. Now however that devaluation is working its way through the economy with beneficial effects on Canada's economic activity and balance of payments position, there is always the possibility that the Government of the day will be under less

Trade Prospects in Canada (*Continued*)

pressure to resort to short term protective measures. The governing factor is likely to remain the level of unemployment in Canada. Although lower than a year ago, this is still high – much higher indeed than the unemployment Britain has experienced in recent months.

The Canadian market taken as a whole has not been a profitable one for British exporters for some time past. Indeed, over the past few years, it has developed a reputation in British commercial and financial circles for being a very difficult market. Businessmen will trade where it is good for their business, and the decision rests with them. British exports to Canada have probably now hit bottom. There is only one direction in which they can go, and that is up. It may be several years before their over-all level returns to the £222m. mark of 1961. If so, this will be due to a small number of special items. After a short period of trial, the majority of individual British exporters may well begin to find Canada a more profitable market than it has been for several years. But it will remain a highly competitive one and, if maximum advantage is to be taken of it, persistence and a determination to meet its requirements will be pre-requisites of success. Certainly it would be a shame if, having hung on for the past five years, British exporters were now to miss the bus by failing to maintain their interest in the Canadian market. This would seem to be the time for more effort, not less.

The foregoing is a major extract from Part I of the Annual Commercial Report. Part I deals in general terms with the Canadian economy and the outlook for British exports. Part II discusses the development of basic resources and industry and Part III considers the demand for the most important types of imported goods. The whole report will be published in the Export Service Bulletin on June 21. Inquiries for copies should be directed to the Export Services Branch, Board of Trade, Hillgate House, London, E.C.4. Tel. City 5757, Ext. 420.



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Trade and Financial Arrangements

British Government Loan to Nigeria

THE BRITISH Government have undertaken to extend assistance to the Federal Government of Nigeria to enable the Nigerian Railway Corporation to order from British suppliers steel rails and accessories worth about £1,200,000. This was agreed at a meeting in London on June 18 between Mr. Reginald Maudling, Chancellor of the Exchequer, and Chief the Hon. Festus Okotie-Eboh, Nigerian Federal Minister of Finance. This assistance will take the form of a loan, to cover the full value of the order, to be granted under Section 3 of the Export Guarantees Act, 1949. Repayment of the loan will be over a period of twenty years.

Although it is not yet known precisely which British firm or firms will receive it, the order may be expected to be of assistance to an industry which at present has spare productive capacity.

Note.—The loan will be extended under the authority of Section 3 of the Export Guarantees Act, 1949. Interest payments will be at the normal rates for Section 3 loans, i.e. the rate on each drawing will be based on the Exchequer borrowing rate for a comparable period plus a small management charge.

Austria and Yugoslavia

IT HAS BEEN reported by the British Embassy in Vienna that a protocol establishing revised quotas for trade between Austria and Yugoslavia for the period February 1, 1963, to January 31, 1964, was signed at a meeting of the Austro-Yugoslav Mixed Trade Commission in Vienna on March 8, 1963.

Liberalization has been granted by Austria to a large number of Yugoslav goods, and quotas have been established for 35 items, including cattle of all kinds (1.5m. dollars), feed grain (4m.), fresh fruit (1m.), animal feeding stuffs (700,000), sulphite cellulose (500,000), furniture (100,000) and leather (300,000).

Yugoslavia has established quotas for just over one hundred Austrian products, including wool yarn (1m. dollars), linen and other yarns (1m.), paper products (1m.), machinery (4m.), motor vehicles and parts (3 million), electrical machinery and equipment (1m.), machine tools, etc. (1.4m.).

The English text of the protocol and quota lists is held in the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 459).

Algeria and Bulgaria

THE ALGERIAN *Journal Officiel* of March 5, 1963, announced details of a trade agreement with Bulgaria which was signed in Algiers on February 22, 1963, and is valid until December 31, 1963, thereafter being renewable for one year by mutual consent.

Amongst goods to be imported by Bulgaria are various foodstuffs, including preserves, cereals and wines, phosphates, iron ore, electrical cables and wires, and motorcars. Goods to be imported by Morocco will include machinery of all kinds (textile, toolmaking, industrial, etc.), electrical (including radio and television) apparatus, glass and tableware, chemicals and fertilizers, textile goods and ships. No quota values are stated.

The French text of the agreement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Austria and Bulgaria

A FIVE-YEAR trade agreement between Austria and Bulgaria was signed in Sofia on April 5. The agreement, which runs from April 1, 1963, until March 31, 1968, envisages an increase in the annual volume of trade from the present 11m. dollars to 14m. dollars in each direction. The main items of export from Austria are high grade steel (2.5m. dollars), rolled products (2m. dollars), rolling stock (1m. dollars), aluminium products (1.2m. dollars) and machinery of various kinds (600,000 dollars). Bulgarian exports are mainly agricultural, including livestock and animal products (2m. dollars), eggs (1m. dollars), tomatoes and fresh vegetables (1m. dollars); there are also quotas for metal ores (500,000 dollars) and machinery 300,000 dollars).

UAR (Egypt) and the USSR

A TRADE AND PAYMENTS Agreement between Egypt and the USSR was signed in Moscow on June 23, 1962. Details of this Agreement appeared in the *Journal Officiel* in Cairo of April 11, 1963.

The Agreement was provisionally effective from January 1, 1963, and valid until December 31, 1965, after which date it will be tacitly renewed for further periods of three years.

The Agreement is intended to facilitate Egyptian exports to the USSR of raw cotton, rice, oil-seeds, citrus products and certain manufactured and semi-manufactured goods, including cotton yarn and cloth. Amongst the goods the USSR will export to Egypt are a wide range of machinery and equipment, oil and petroleum products, timber, metals, chemical products and miscellaneous capital goods. The USSR will also supply medicines, clocks and watches, cameras and certain other consumer goods.

Under Article 12 of the Trade Agreement, the USSR undertakes not to re-export Egyptian goods without Egyptian approval.

The Payments Agreement is on a sterling basis with a swing credit of £6m. Article 4 lays it down that any balance in excess of £6m. is liable to interest and must be settled in convertible currency on the demand of a creditor.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2449).

France and Iceland

THE FRENCH *Moniteur Officiel du Commerce International* of April 10, 1963, published details of the extension of the trade agreement between France and Iceland of December 6, 1951. By an exchange of letters dated April 5, 1963, between the Governments of Iceland and France, Morocco, the Republics of Cameroon, Central Africa, Congo, Dahomey, Gabon and the Islamic Republic of Mauritania, the agreement is further extended for a period of one year, from January 1, 1963.

Icelandic exports to France will include fresh or frozen sea fish, smoked cod and salted cod tongues. There will be a miscellaneous quota of F.665,000 to be divided between Iceland's exports to France, Morocco and the above-mentioned African States.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Pakistan

THE MOROCCAN *Bulletin Officiel* of May 24, 1963, published an announcement to the effect that the trade agreement between Morocco and Pakistan, signed on April 20, 1962, has been renewed for a further year from April 20, 1963.

Quotas under the agreement remain unchanged.

The French text of the notice may be seen at Export Services Branch, Board of Trade, Room E38, Hillgate House, 35 Old Bailey, London, E.C.4.

Roumania and Italy

IT IS REPORTED in Bucharest that a protocol establishing the list of goods to be exchanged during 1963 between Roumania and Italy under the long-term trade agreement in force between the two countries was signed on April 11.

The lists for 1963 provide for an increase in the deliveries of goods against those for last year. The quotas for Roumanian exports to Italy include chemical products, tractors, machine tools, iron and steel products, wooden manufactures, farm produce and foodstuffs. The quotas for Italian exports include machinery and plants for the oil and chemical industries, iron and steel products, chemicals and dyestuffs, farm produce and foodstuffs.

Full copies of the quota lists in the Italian language can be seen at Board of Trade, Export Services Branch, Tariff Division, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel.: City 5757, Ext 449) and reference number C.R.E. 3579G should be quoted.

(Continued on next page)

Trade and Financial Arrangements (*Continued*)

Austria and Albania

IT HAS BEEN reported by H.M. Embassy in Vienna that the validity of the list of Albanian exports to Austria annexed to the trade agreement of July 4, 1961 has been extended.

No quantities or values are given for the commodities named in this list. These include sheep's milk cheese, fresh vegetables, fruit, potatoes, chrome ore, crude petroleum, bitumen, and various agricultural and animal products.

In 1962 Austrian imports from Albania amounted to 415,000 schillings (£5,800) and exports to Albania amounted to 952,000 schillings (£13,200).

Italy and Yugoslavia

A TRADE AGREEMENT was signed in Rome on March 23, 1963, between Italy and Yugoslavia, replacing that of August 3, 1961. It came into effect on April 1 for a period of one year and, if not denounced by either party at least three months prior to expiry, will be tacitly renewed for a further 12 months thereafter.

The annual quotas for imports into Italy of Yugoslav cattle for slaughter, and of beef and veal, have been increased.

A translation of the Agreement, together with the quota lists, can be seen in Export Services Branch (Tariff Section), Room E39, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 449/450).

Turkey and Israel

A PROTOCOL TO the Turkish-Israeli Trade Agreement of March 18 1960, was signed in Ankara on April 2, 1963, regarding the exchange of goods between Turkey and Israel in the year ending March 31, 1964.

Annexed to the Protocol are two lists of goods, 'A' covering Turkish exports to Israel, and 'B' covering Israeli exports to Turkey. These lists supersede those annexed to the 1962 Protocol.

A translation into English of the Protocol may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E. 53, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 460).

Morocco and Portugal

THE MOROCCAN *Bulletin Officiel* of May 24, 1963, published an announcement to the effect that the trade agreement between Morocco and Portugal, signed on May 13, 1961, has been renewed for a period of one year from May 1, 1963. Quotas under the agreement remain unchanged.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Further £2m. British Loan for Pakistan

UNDER AN AGREEMENT completed in Karachi on June 18, the British Government has made a loan of £2m. to the Government of Pakistan to finance the purchase of sugar machinery and ancillary equipment required urgently by Pakistan. The bulk of the loan is to be used to purchase machinery required for sugar mills at Kushtia and Rajshahi.

Japanese Government Sterling Loan of 1899

H.M. TREASURY announce that the 4 per cent Japanese Government Sterling Loan of 1899 is due to mature on December 31. The United Kingdom authorities have given their agreement in principle (subject, of course, to market conditions) to the Japanese Government refinancing this loan in London on its maturity if they wish to do so.

Double Taxation Relief – Federation of Malaya

THE DEPARTMENT of Inland Revenue announced on June 17 that discussions had been held in Kuala Lumpur between representatives of the Ministry of Finance of the Federation of Malaya and the Board of Inland Revenue of the United Kingdom to negotiate a new agreement for the avoidance of Double Taxation between the two countries. Agreement was reached at the official level, and a draft embodying the terms of the new arrangements was initialled on June 15. The draft agreement will now be submitted to the two Governments for approval.

Double Taxation – Singapore

THE DEPARTMENT of Inland Revenue announced on June 19 that discussions had been held in Singapore between representatives of the Ministry of Finance of Singapore and the Board of Inland Revenue of the United Kingdom to negotiate a new agreement for the avoidance of double taxation. Agreement was reached at the official level and a draft embodying the terms of the new arrangements was initialled on June 18. The draft agreement will now be submitted to the two Governments for approval.

'Hints to Businessmen' Visiting Cyprus and the Netherlands Antilles and Surinam

REVISED editions of the booklets on Cyprus and the Netherlands Antilles and Surinam have been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting those countries on export business can obtain copies of the booklets on application to the Board of Trade, Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2928).

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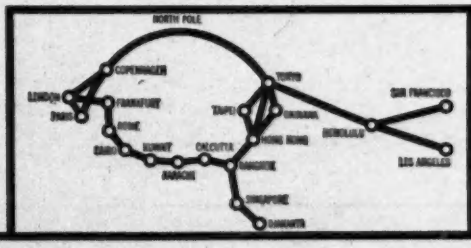

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

AUSTRALIA

Dredging for the Co-ordinator-General of Public Works. August 12. E.S.B. 20071/63.*
Transmission Apparatus for Postmaster General's Department. (Further Information.) E.S.B. 17882/63.*

Snowy Mountains Hydro-Electric Authority:
Generators. (Further Information.) Closing date postponed to August 7. E.S.B. 5765/63.*
Turbines. (Further Information.) Closing date postponed to August 7. E.S.B. 6547/63.*

Commonwealth Stores, Supply and Tender Board:
Bookbinding Material. July 11. E.S.B. 20453/63.*
Stamp Paper. July 16. E.S.B. 20452/63.*

BRITISH WEST INDIES

Fuel Storage Tanks; Fuel Oil for Government of the Turks and Caicos Islands. July 31. E.S.B. 20015/63.

BURMA

Steam Locomotive Parts and Fittings for Burma Railways. August 1. E.S.B. 20458/63.*
Foodstuffs and Beverages; Toilet Paper for Ministry of Defence. July 20. E.S.B. 20060/63.*

Civil Stores Committee:
Portland Cement. July 15. E.S.B. 20077/63.*
C.I. Sheets. July 15. E.S.B. 20460/63.*
Paint Brushes. July 8. E.S.B. 20450/63.*
Fire Hydrants. July 15. E.S.B. 20076/63.*
Linseed Oil. July 9. E.S.B. 20449/63.*
Tyres and Tubes. July 10. E.S.B. 20055/63.*
Varnish. July 8. E.S.B. 20056/63.*
Grinding Stones and Wheels. July 8. E.S.B. 20057/63.*
Steel Wire Ropes. July 10. E.S.B. 20058/63.*

CEYLON

Cotton Waste for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 19951/63.*
Linseed Oil for Ceylon Government Railway. July 20. E.S.B. 20612/63.
Textiles Accessories for Ministry of Industries. (Further Information.) Tender documents now available. E.S.B. 19982/63.*
Welding Unit and Slurry Pump for Department of Health. July 16. E.S.B. 20634/63.

CHILE

El Servicio Nacional de Salud:
Cotton Wool and Gauze Making Machinery. July 8. Tender documents (in Spanish) available. E.S.B. 20019/63.*
Hypodermic Needles and Syringes. July 9. Tender documents (in Spanish) available. E.S.B. 20020/63.

COLOMBIA

Diesel Locomotives for Ferrocarriles Nacionales de Colombia. (Further Information.) Closing date is not August 8 but is July 15. E.S.B. 18339/63.*
Water Treatment Plant for El Instituto Nacional de Fomento Municipal. July 11. E.S.B. 20459/63.*

La Caja de Credito Agrario:
Cotton Filters. July 8. Tender documents (in Spanish) available. E.S.B. 20405/63.*
Hand-Saws. July 8. Tender documents (in Spanish) available. E.S.B. 20406/63.*
Wood Saws. July 8. Tender documents (in Spanish) available. E.S.B. 20407/63.*

EGYPT

Springs for Egyptian Railways. July 27. E.S.B. 20080/63.

ETHIOPIA

Copper Conductors for Imperial Board of Telecommunications. July 10. E.S.B. 19997/63.*

FORMOSA

Central Trust of China:
Balancing Machine. July 9. E.S.B. 20082/63.*
Lead Plate. July 10. E.S.B. 20084/63.*
Lead Ingots. July 10. E.S.B. 20608/63.*
Wool and Wool Tops. July 23. E.S.B. 20018/63.*
Steel Pipes. July 9. E.S.B. 20017/63.*

FRANCE

Construction of Boarding School for Ministry of National Education. July 12. E.S.B. 19992/63.

GREECE

Cards for Agricultural Bank of Greece. July 18. E.S.B. 20073/63.*

NATO Infrastructure Contracts:
Construction of a Dispersal Area at an Airfield for the Greek Authorities. Apply by July 10. G.D. 151/60 (57).

Ministry of Trade:
Cards. July 12. E.S.B. 20454/63.*
Bakery Oven. July 12. E.S.B. 20455/63.*
Refrigerators. July 26. E.S.B. 20072/63.*
Scales. July 8. E.S.B. 20013/63.*
Photocopying Machines. July 18. E.S.B. 20014/63.*

INDIA

Coaxial Carrier Equipment for Indian Ports and Telegraph Department. August 13. E.S.B. 20487/63.*
Diesel Lighting Sets for National Coal Development Corporation Ltd. July 18. E.S.B. 20052/63.*
Diesel Power House for U.P. State Electricity Board. August 19. E.S.B. 20422/63.*
Diesel Hydraulic Locomotives for Hindustan Steel Limited. (Further Information.) Tender documents now available. E.S.B. 19225/63.*
Aerial Ropeway and Haulage Track Equipment for Madras State Electricity Board. July 12. E.S.B. 20425/63.*
Centrifugal Casting Machine for Beas Dam Project. July 16. E.S.B. 20423/63.
Metering Equipment for Damodar Valley Corporation. August 13. E.S.B. 20471/63*
Rectifier Sets for Central Railway, Bombay. (Further Information.) Tender documents now available. E.S.B. 19230/63.*
X-Ray Plant for Procurment Circle, Talwara Township. July 25. E.S.B. 20424/63.
Steel Billets and Rounds for Hindustan Aircraft Ltd. July 9. E.S.B. 20412/63.*
Sluice Gates and Hoists for Construction Circle I Nagarjunasagas Project. (Further Information.) Closing date postponed to August 1. E.S.B. 10964/63.

Koyna Hydro Electric Project:
Emergency Valves. (Further Information.) Tender documents now available. E.S.B. 16289/63.*
Steel Structures and Accessories. August 10. E.S.B. 20404/63.*

Government of Goa, Daman and Diu:
Waterworks Scheme. August 16. E.S.B. 20037/63.
Sewerage and Sewage Treatment Plant. August 20. E.S.B. 20038/63.

Fertilizer Corporation of India Ltd.:
Gas Burners. July 12. E.S.B. 20464/63.*

(Continued on next page)

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Information for U.K. Exporters (*Continued*)

Portable Stirrers. July 9. E.S.B. 20036/63.*
Spray Nozzles; Gas Burner. July 12. E.S.B. 20463/63.*

Kerala State Electricity Board:
Cables and Accessories. July 16. E.S.B. 20413/63.*
Hydro-Electric Project. (Advance Information.) E.S.B. 20606/63.

Integral Coach Factory:
Helical Springs. July 12. E.S.B. 20429/63.*
Roller Bearings. (Further Information.) Closing date postponed to July 10. E.S.B. 20427/63.

Singareni Collieries Co. Ltd.:
Medium Duty Lathe. July 25. E.S.B. 20473/63.*
Drilling Accessories. July 19. E.S.B. 20475/63.*
Capstan Lathes. July 22. E.S.B. 20476/63.*
Lathes. July 23. E.S.B. 20477/63.*
Wheel Lathes. July 24. E.S.B. 20478/63.*
Log Sawing Machine. August 5. E.S.B. 20485/63.*
Roll Bending Machine. August 2. E.S.B. 20484/63.*
Universal Gear Hobbing Machines. July 27. E.S.B. 20479/63.*
Universal Milling Machines. July 31. E.S.B. 20482/63.*
Universal Tool and Cutter Grinder. July 30. E.S.B. 20481/63.*
Planing Machine. August 1. E.S.B. 20483/63.*
Radial Drilling Machines. July 26. E.S.B. 20474/63.*

Atomic Energy Establishment:
Ceramic Capacitors. July 18. E.S.B. 20040/63.*
Polyester and Polystyrene Capacitors. July 19. E.S.B. 20041/63.*
Electrolytic Capacitors. July 10. E.S.B. 20042/63.*
Transistors. July 15. E.S.B. 20045/63.*
Zener Diodes. July 16. E.S.B. 20046/63.*
Rectifiers. July 17. E.S.B. 20047/63.*
Coil Meters. July 11. E.S.B. 20408/63.*
Meters. (Further Information.) Tender documents now available. E.S.B. 19521/63.*
Electronic Valves. July 12. E.S.B. 20044/63.*
Trimmers, Ceramic. July 11. E.S.B. 20043/63.*
Paper Capacitors. July 25. E.S.B. 20039/63.

IRAN

Anti-Freeze for Iranian Ministry of War. July 15. E.S.B. 20181/63.*
Marine Diesel Engine for Ports and Navigation Organization. July 22. E.S.B. 20064/63.*
Brake Fluid for Ordnance Department. July 21. E.S.B. 20050/63.*

IRAQ

Metals for Ministry of Oil. (Further Information.) Closing date postponed to July 24. E.S.B. 16234/63.
Paper and Leather Boards for Ministry of Finance. September 1. E.S.B. 20411/63.
Timber for the Ministry of Education. September 8. E.S.B. 20405/63.
Laboratory Equipment and Chemicals for Sewerage Board. August 3. E.S.B. 20097/63.
Power House Construction for Ministry of Municipalities. July 27. E.S.B. 20095/63.

Ministry of Defence:
Glass Shelves; Galvanized Pipes and Fittings. July 23. E.S.B. 20100/63.*
Webbed Equipment. July 21. E.S.B. 20094/63.*
Buttons. July 21. E.S.B. 20099/63.*

ITALY

NATO Infrastructure Contract:
Supply of Cables and a Telephone Connection for the Italian Authorities. Apply by July 15. G.D. 661/63 (206).

KOREA

Communication Materials for Office of Supply. July 20. E.S.B. 20628/63.*

NEW ZEALAND

Rail Lubricators for New Zealand Railways. July 9. E.S.B. 19968/63.*

General Post Office:
Telephone Equipment. August 9. E.S.B. 20447/63.*
Architect's Scales. July 25. E.S.B. 20601/63.*
Electric Fans. July 26. E.S.B. 20602/63.*
Erasers. July 26. E.S.B. 20603/63.*

NORWAY

NATO Infrastructure Contracts:
Ventilation, Humidification, Sanitary and Electrical Installations for Norwegian Authorities. Apply by July 20. G.D. 92/62 (61).
Various Installations and Equipment. Apply by July 20. G.D. 92/62 (62).

PAKISTAN

Distribution Line Hardware Equipment for West Pakistan Water and Power Development Authority. (Further Information.) Closing date postponed to July 18. E.S.B. 16083/63/D.L.F.

PORTUGAL

NATO Infrastructure Contract:
Supply of Eight Forklift Trucks and Four Battery Chargers for the Portuguese Authorities. Apply by July 13. G.D. 87/61 (31).

SALVADOR

La Proveeduria General de la Republica:
Anti-Tetanus Serum. (Further Information.) Closing date postponed to July 16. E.S.B. 15702/63.*
Paper. July 9. E.S.B. 20067/63.*

SOUTH AFRICA

Cutlery for Tender Advisory Board, Pietermaritzburg. July 10. E.S.B. 20486/63.*
Motor Graders for Transvaal Provincial Tender Board. July 12. E.S.B. 20438/63.*

Cape Provincial Administration:
Hand Tools; Scotch Glue. July 15. E.S.B. 20439/63.*
Science Laboratory Equipment. July 16. E.S.B. 20031/63.*
Laboratory Equipment. July 12. E.S.B. 20032/63.*

South African Railways:
Lathe. July 19. E.S.B. 20443/63.*
Straddle Trucks. July 19. E.S.B. 20442/63.*
Thermit Portions. July 12. E.S.B. 20444/63.*
Radio Equipment. August 2. E.S.B. 20441/63.*

State Tender Board:
Air Compressor. July 16. E.S.B. 20090/63.*
Agricultural Apparatus. July 10. E.S.B. 20087/63.*
Air Compressors. July 10. E.S.B. 20091/63.*
Aluminium Charges for Hydrogen Generator. July 10. E.S.B. 20086/63.*
Quilted Sleeping Bags. July 10. E.S.B. 20437/63.*
Spanners. July 9. E.S.B. 20078/63.*

SOUTH VIETNAM

Cotton Waste Blankets for Central Purchasing Authority. July 12. E.S.B. 20644/63.*

SPAIN

Cement for Ministerio del Aire. July 10. E.S.B. 20469/63.
Mechanical Rice Driers for Agricultores Arroceros de Espana. July 9. E.S.B. 20470/63.
Railway Line for Ministerio de Obras Publicas. July 10. E.S.B. 20068/63.

SUDAN

Sleeper Adzing and Boring Machine for Sudan Railways. July 10. E.S.B. 20093/63.*
Sprinkler and Fire Alarm System for the Sudan Gezira Board. July 27. E.S.B. 20092/63.*

SYRIA

Transmitters for Broadcasting and Television Directorate. July 31. E.S.B. 20643/63.*

TANGANYIKA

Street Lighting Equipment for City Council of Dar-es-Salaam. July 12. E.S.B. 20066/63.*

THAILAND

Switchgear for Metropolitan Electricity Authority. July 23. E.S.B. 20421/63/D.L.F.*
Tractor and Trailer for the Department of State Highways. July 9. E.S.B. 20465/63.

State Railways:
Copper Sheet and Bars. July 11. E.S.B. 20467/63.
Steel Axle. July 10. E.S.B. 20420/63.

TRINIDAD AND TOBAGO

Aluminium Conductor for Electricity Commission. August 12. E.S.B. 19999/63.*

TUNISIA

Miscellaneous Machinery and Equipment for Société Bois et derives. Closing date not known. E.S.B. 20493/63/D.L.F.
Presses for Cooperative de Tekiss. Closing date not known. E.S.B. 20494/63/D.L.F.
Press for Cooperative Mouratys. Closing date not known. E.S.B. 20495/63/D.L.F.
Presses for Cooperative de Bir Draseen. Closing date not known. E.S.B. 20496/63/D.L.F.
Press for Cooperative de Moenag. Closing date not known. E.S.B. 20497/63/D.L.F.

TURKEY

Deep Well Pump for Municipalities Bank. July 22. E.S.B. 20646/63.*
Loading Tractors for Teddy Isletmesi Genel Mudurlugu. July 8. Tender documents (conditions in Turkish, specifications in English) available. E.S.B. 20029/63.*
Laboratory Equipment for State Highways Department. July 8. E.S.B. 20645/63.*
Telecommunication Equipment for P.T.T. Administration. September 16. E.S.B. 20627/63.*

Turkish Maritime Bank:
Marine Diesel Engines. July 11. E.S.B. 20416/63.*
Echo Sounders. July 15. E.S.B. 20414/63.*
Tractors. July 11. E.S.B. 20417/63.*
Lathes. July 8. E.S.B. 20418/63.*
Air Compressor Groups. July 11. E.S.B. 20415/63.*
Radial Drilling Machine. July 15. E.S.B. 20641/63.*
Fog Signal and Transmitter. July 15. E.S.B. 20642/63.*
Television Sets. July 9. E.S.B. 20021/63.*

UNITED STATES OF AMERICA

Construction of Manned Spacecraft Centre for United States Army Corps of Engineers, Fort Worth, Texas. (Advance Information.) July 12. E.S.B. 20462/63.*
Power Plant Equipment for Department of the Interior. (Further Information.) Closing date postponed to July 9. E.S.B. 19117/63.*
Radio Communication System for United States Bureau of Reclamation. July 16. E.S.B. 20461/63.*

MOTOR UNION
INSURANCE COMPANY LTD.
All classes of Insurance Transacted
10 ST. JAMES'S STREET, LONDON, S.W.1

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Afghanistan
Economic report – January-April, 1963. (C.R.E. 10366/60.)

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Inquiry for pest controls; insecticides. (E.S.B. 19052/63.)
Inquiry for mosaic tiles; fire doors; fire alarm sprinkler system; air conditioning equipment. (E.S.B. 19491/63.)
Manufacture under licence – chemical products for the treatment of concrete; adhesives. (E.S.B. 20349/63.)
Manufacture under licence – oil burners; steam generators. (E.S.B. 20372/63).
Economic report, May 1963. (C.R.E. 6584/G.)

Austria
Inquiry for biscuits; chocolate. (E.S.B. 19318/63.)

Bahamas
Agency inquiry for confectionery. (E.S.B. 20142/63.)

Belgium
Agency inquiry for electrical appliances; heating equipment; industrial equipment. (E.S.B. 20113/63.)
Agency inquiry for foodstuffs; refrigerators. (E.S.B. 19773/63.)

Canada
Agency inquiry for clothing; travelling rugs; educational toys. (E.S.B. 19804/63.)
Agency inquiry for plastics piping. (E.S.B. 20545/63.)
Inquiry for axle stands. (E.S.B. 14008/63.)
Inquiry for textile fabrics. (E.S.B. 19882/63.)
Inquiry for china and earthenware; glassware. (E.S.B. 19668/63.)
Inquiry for electronic organs. (E.S.B. 19475/63.)
Inquiry for rubber soccer balls. (E.S.B. 20351/63.)
Market report on integral electric motors. (E.S.B. 15966/63.)
Market report on hi-fi equipment and radio receivers. (E.S.B. 15430/63.)

Chile
Agency inquiry for chemicals. (E.S.B. 19447/63.)

Cyprus
Market report on drugs and pharmaceuticals. (E.S.B. 15293/63.)

Finland
Agency inquiry for plastics infants' wear. (E.S.B. 19761/63.)
Economic report, March-April 1963. (C.R.E. 384/63.)

Formosa
Economic report – January-March 1963. (C.R.E. 2739/63.)

France
Agency inquiry for insulating materials. (E.S.B. 20222/63.)
Agency inquiry for machines for stripping electric cable; office supplies. (E.S.B. 19676/63.)
Agency inquiry for gift articles. (E.S.B. 18895/63.)
Agency inquiry for automation equipment; machinery and plant; electronic equipment and accessories. (E.S.B. 20238/63.)
Agency inquiry for cutting tools. (E.S.B. 19783/63.)
Agency inquiry for tropical suitings; harris tweed cloth; raincoats. (E.S.B. 19853/63.)
Inquiry for plastics powder compacts. (E.S.B. 19826/63.)
Inquiry for textiles. (E.S.B. 19063/63.)

France/Iceland
Trade Agreement. (C.R.E. 21964/53.)

Germany (Federal Republic of)
Agency inquiry for automotive tools. (E.S.B. 19872/63.)
Inquiry for whisky; preserves. (E.S.B. 20131/63.)
Inquiry for pharmaceutical preparations. (E.S.B. 19112/63.)
Inquiry for castings. (E.S.B. 15403/63.)
Manufacture under licence – switch and control apparatus; measuring and testing instruments; electromechanical and hydraulic apparatus. (E.S.B. 17459/63.)
Economic report – June 10-16, 1963. (C.R.E. 1479/G.)

Guatemala
Market report on commercial vehicles. (E.S.B. 15681/63.)

Guinea
Inquiry for cinema equipment. (E.S.B. 19109/63.)

Indonesia/Philippines
Trade Agreement. (C.R.E. 6513/G.)

Iran
Economic report – April 1963. (C.R.E. 3562/G/3.)

Iraq
Economic report – April 1963. (C.R.E. 2743/63.)

Israel
Inquiry for plans for making bus bodies. (E.S.B. 19021/63.)
Economic report – May 1963. (C.R.E. 3000/G/4.)

Italy
Agency inquiry for electrical machinery; line equipment; hydraulic machinery; motor boats and engines. (E.S.B. 19840/63.)
Agency inquiry for agricultural machinery; chemicals; seeds. (E.S.B. 19746/63.)
Agency inquiry for cranes. (E.S.B. 19679/63.)
Agency inquiry for wallpaper. (E.S.B. 19485/63.)
Agency inquiry for wallpaper. (E.S.B. 20195/63.)
Agency inquiry for travel goods; leather goods. (E.S.B. 19778/63.)
Agency inquiry for waste oil. (E.S.B. 19551/63.)
Inquiry in respect of miscellaneous agencies. (E.S.B. 19813/63.)

Jamaica
Agricultural development project. (E.S.B. 18621/63.)
Market report on stationery and office requisites. (E.S.B. 13456/63.)

Japan
Agency inquiry for machinery and plant; meters and recorders for air pollution. (E.S.B. 20172/63.)

Kenya
Agency inquiry for textiles; knitting wool. (E.S.B. 19484/63.)

Kuwait
Inquiry for contractors. (E.S.B. 19158/63.)
Inquiry in respect of water distillation units. (E.S.B. 16324/63.)

Netherlands
Economic report – April 1963. (C.R.E. 3476/G.)

New Zealand
Agency inquiry for motor and tractor spares and accessories. (E.S.B. 19671/63.)

Paraguay
Inquiry for electricity generating and line equipment – further information. (E.S.B. 15744/63.)

Peru
Economic report – April 1963. (C.R.E. 1086/63.)

Portugal
Economic report – April/May 1963. (C.R.E. 3012/63.)

El Salvador
Economic report – July 1962-March 1963. (C.R.E. 1020/G.)

Singapore
Agency inquiry for iron and steel. (E.S.B. 20220/63.)

South Africa
Agency inquiry for millinery supplies. (E.S.B. 20320/63.)

Spain
Inquiry for cement-making plant. (E.S.B. 18412/63.)

Sweden
Market report on certain menswear accessories. (E.S.B. 10241/63.)

Switzerland
Agency inquiry for builders hardware and supplies; industrial accessories. (E.S.B. 20243/63.)
Agency inquiry for machinery and plant. (E.S.B. 19760/63.)
Agency inquiry for worsted piece goods. (E.S.B. 20533/63.)

Turkey
Inquiry for electrical equipment and instruments. (E.S.B. 20198/63.)

Turkey/U.S.S.R.
Trade Agreement. (C.R.E. 8751/57.)

Uganda
Inquiry for leather cloth. (E.S.B. 20527/63.)
Inquiry for bone and horn crushing mill. (E.S.B. 19777/63.)

U.S.A.
Agency inquiry for steel casement windows. (E.S.B. 19650/63.)
Agency inquiry for tools. (E.S.B. 19619/63.)
Inquiry for foodstuffs; coffee grinders; fruit juice extractors. (E.S.B. 20227/63.)
Inquiry for bronze brazing rods. (E.S.B. 19618/63.)
Inquiry for liquid aluminium coating. (E.S.B. 19263/63.)
Inquiry for toiletries; sunglasses. (E.S.B. 20501/63.)
Inquiry for shoe leathers and findings; polishes; saddlery. (E.S.B. 19649/63.)
Inquiry in respect of construction sub-contracts. (E.S.B. 14656/63.)
Manufacture under licence – processing and materials handling machinery. (E.S.B. 19708/63.)

Venezuela
Agency inquiry for non-ferrous metals; asbestos. (E.S.B. 19110/63.)

Yugoslavia
Memorandum on trade – further information. (E.S.B. 18622/63.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Budget Proposals for 1963-1964

THE CANADIAN MINISTER OF FINANCE presented his Budget to the Canadian House of Commons on June 13, 1963. It contains proposals for changes in the Customs Tariff and the Excise Tax Act. Details of the changes, which are, of course, subject to approval by the Canadian Parliament, are given below.

Excise Tax Act

The following amendments to the Excise Tax Act are to take effect from June 14, 1963, with the exception that the repeal of the export duty on electrical power becomes effective on July 1, 1963:

1. The present exemption from sales tax for certain building materials be withdrawn by repealing the exemption for all goods mentioned under the heading Building Materials in Schedule III of the said Act and by repealing the exemptions for
   (a) Fire brick, plastic refractories, high temperature cement, fire clay and other refractory materials and materials to be used or consumed exclusively in the manufacture of such fire brick or refractory materials;
   (b) Creosote oil and other wood preservatives when for use exclusively in the treatment of timber, poles or lumber;
   (c) Seventy-five per cent of the sale price if manufactured in Canada, or seventy-five per cent of the duty-paid value if imported, of trailers for use as homes;
   (d) Railway ties;
   (e) Goods for use as part of sewerage and drainage systems, and articles and materials to be used exclusively in the manufacture thereof;
2. Any enactment based on paragraph 1 of this resolution provide that:
   (a) goods for use as part of sewerage and drainage systems be exempt from sales tax when sold to or imported by a municipality for its own use and not for resale.
   (b) any transfer of a sewerage or drainage system to a municipality by any person within two years after the completion thereof, pursuant to a by-law of or agreement with that municipality under which that person is required to install such system and transfer it without charge to that municipality after the completion thereof be deemed, for the purpose of section 46 of the said Act, to be a sale to the municipality for its own use and not for resale of goods for use as part of a sewerage or drainage system,

   and that any agency operating a sewerage or drainage system for or on behalf of a municipality may be declared by the Minister to be a municipality for the purposes of this paragraph.
3. Any enactment based on paragraph 1 of this resolution provide that drain tile for agricultural purposes and materials to be used exclusively in the manufacture thereof be exempt from sales tax.
4. The present exemption for certain machinery and apparatus to be used in manufacture or production be withdrawn by repealing the exemption for all goods mentioned under the headings 'Machinery and Apparatus to be Used in Manufacture or Production' and 'Engines' in Schedule III of the said Act and by repealing the exemptions for:
   (a) Seismic shot-hole casing and materials used in the manufacture thereof.
   (b) Materials (not including grease, lubricating oils or fuel for use in internal combustion engines) consumed or expended directly in the process of manufacture of production of goods.
   (c) Diesel fuel oil when used in internal combustion engines used in logging operations and in the manufacture of rough lumber.
   (d) Diesel fuel oil when used in internal combustion engines at mines to generate electricity for use in mining operations and other purposes connected therewith.
   (e) Tyres and tubes for use exclusively on the machinery enumerated in Customs Tariff Item 411a.
   (f) Goods enumerated in Customs Tariff Items 364, 399a, 399b, 399c, 411a, 417, 431h, 439c, 666, 667, 848, 848a and 848b.
5. Any enactment based on paragraph 4 of this resolution provide that traction engines for farm purposes and accessories therefor (not including machines and tools for operation by such engines) and complete parts of all the foregoing, and materials to be used exclusively in the manufacture of the said engines, accessories or parts be exempt from sales tax.
6. Any enactment based on paragraph 4 of this resolution provide that farm wagons, including four-wheeled farm wagons equipped to be tractor drawn and farm sleds, and materials to be used exclusively in the manufacture thereof be exempt from sales tax.
7. Feeds for fish, supplements for addition to such feeds, and materials to be used exclusively in the manufacture of such feeds or supplements be exempt from sales tax.
8. The exemption from sales tax for materials for use in the equipment and repair of ships over ten tons net register tonnage be restricted to materials for use in the equipment and repair of ships to be used exclusively for commercial purposes.
9. The present exemption from sales tax for 'Bakers' cakes and pies including biscuits, cookies or other similar articles'; be changed to read 'Bakers' cakes and pies including biscuits, cookies and similar articles but not including simulated chocolate bars or candy bars'.
10. The export duty of three one-hundredths of one cent per kilowatt hour on electrical power exported from Canada be repealed.

Customs Tariff

The changes in the tariff are to take effect from June 14, 1963.

The following tariff items have been renumbered:

Old No.	New No.	Old No.	New No.
535	540a	538c	568(3)
535a	540b	539	541c
535e	540c	569e	569g
535g	540d	575	541d

The following items have been deleted from Schedule A: 24, 25, 179, 180e, 180f, 187c, 188, 206b, 208x, 237a, 296g, 399a, 409f, 431h, 438h(1), 440m(1), 440n(1), 462d, 462i, 469, 478(2), 521(1), 521(3)(a), 521(3)(b), 522(6), 532g, 533, 536, 537, 537a, 537b, 537c, 537d, 537e, 538a, 538d, 538i(1), 538i(2), 540(a), 540(b), 540(c), 540(d), 541, 541a, 541b, 541c, 541d, 542, 542a, 543, 546, 546a, 547, 547a, 548, 548a, 548c, 549c, 549d, 549e, 549f, 569, 569a(1), 569a(2), 569a(3), 569a(4), 569a(5), 569a(6), 569b, 569c(1), 569c(2), 569d(1), 569d(2), 570a(2), 572a, 597d, 610, 696(1), 703b, 798, 812, 812a and 812b.
and are replaced by:

Canada (*Continued*)

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget: British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
9 i	Feeds for use exclusively in the feeding of trout	Free	Free	25%	15%	20%	25%
	On and after July 1, 1964	15%	20%	25%			
24	Chicory, raw or green — per pound	Free	Free	3 cts.	2½ cts.	2½ cts.	3 cts.
25	Chicory, kiln dried, roasted or ground — per pound	2 cts.	2 cts.	5 cts.	3 cts.	3 cts.	5 cts.
179	Labels for cigar boxes, fruits, vegetables, meats, fish, confectionery or other goods or wares; shipping, price or other tags, tickets or labels, and railroad or other tickets, whether lithographed or printed, or partly printed, n.o.p.; the foregoing not including labels of textile fibres or filaments	17½%	22½%	35%	17½%	22½%	35%
	Tickets issued by railway systems in the British Commonwealth (not including railway systems operating in Canada), shall be exempt from customs duty, when produced in countries entitled to the benefits of the British Preferential Tariff.						
180 e	Plans and drawings, related specifications, any substitute therefor, reproductions of the foregoing except reproductions of Canadian originals, for the manufacture, assembly, erection, installation, operation or maintenance of machines, test sets, engines, apparatus, appliances, plant equipment, and parts thereof	Free	Free	Free	Free 12½%	Free 20%	Free 22½%
180 f	Plans and drawings, related specifications, any substitute therefor, reproductions of the foregoing, n.o.p., maps and charts, n.o.p.	12½%	20%	27½%	12½% Free	20% Free	22½% Free
187 c	Photographic dry plates	7½%	12½%	30%	10%	15%	30%
188	Plain photographic base paper, prepared for and to be coated with a silver haloid emulsion, for use in the manufacture of photographic paper	Free	Free	25%	Free Free	Free Free	25% 10%
206 b	Dextrose (glucose) solutions and levulose (fructose) solutions, prepared for parental administration in therapeutic treatments; component materials and articles to be used in making such preparations	Free	Free	Free	Free 17½%	Free 20%	Free 40%
208 x	Materials and parts, entering into the cost of cyanide of calcium, cyanide of potassium and cyanide of sodium, for use in the manufacture of cyanide of calcium, cyanide of potassium and cyanide of sodium	Free	Free	Free	Free	Free	Free
220 b	Phenylalanine deficient dietary preparations specially compounded for use in the treatment of phenylketonuria	Free	Free	25%	15%	20%	25%
237 a	Deuterium oxide or heavy water; uranium in the form of pigs, ingots, billets or bars	Free	Free	25%	Free	Free	25%
	On and after July 1, 1964	Free	15%	25%	Free	15%	25%
					On and after July 1, 1963		
296 g	Sodium calcium borate ore for use as a fire retardant	Free	Free	25%	Free	Free	25%
	On and after July 1, 1964	15%	20%	25%	15%	20%	25%
					(On and after July 1, 1963)		
312 d	Woven fabrics, wholly or in part of asbestos, for use in the manufacture of clutch facings and brake linings	12½%	12½%	30%	12½%	12½%	30%
399 a	Pipes or tubes of iron or steel, commonly known as 'oil-country goods', being casing or tubing, fittings, couplings, thread protectors and nipples therefor; sucker rods, pony rods, polished rods and couplings therefor; seismograph drilling bits, in sizes three and one-half inches to four and three-quarter inches inclusive; all of the foregoing for use in connection with natural gas or oil wells	5%	10%	20%	5% 10%	10% 22½%	20% 35%
409 f	Aluminium sluice-type devices for controlling water in irrigation ditches; Animal clippers; Automatic stock watering devices; Barn hay forks, carriage, pulleys and track; Barn litter carriers and track; Combination excavating and transporting scraper units; Egg cooling cabinets; Elevators (other than storage elevators); Grain crushers; Grain or hay dryers; Grain or hay grinders; Grain loaders; Gravity discharge farm wagon boxes; Hay stack forms; Heaters for orchards; Hitches and couplings; Hydraulic hoists for unloading vehicles; Land levellers; Machines and tools for use on tractors, including blades, loaders, rippers, rakes and related operating and controlling gear; Milk coolers; Sodium metabisulphite; Sprinkler irrigation systems; Steel stanchions for confining livestock either in pens or individually, and complete equipment for milking parlours; All the foregoing for use on the farm for farm purposes only; Brooders; Ensilage cutters; Fodder or feed cutters; Hay loaders; Hay tedders; Post hole diggers; Potato diggers; Potato planters; Snaths; Stumping machines; All other agricultural implements or agricultural machinery, n.o.p.; Parts of all the foregoing	Free	Free	Free	Free 15%	Free 22½%	Free 30%
431 h	Geophysical surveying precision instruments and equipment for use exclusively in prospecting for, or in the exploration and development of, petroleum, natural gas, water wells and minerals, or for geophysical studies for engineering projects, including the following: magnetometers; gravity meters and other instruments designed to measure the elements, variations and distortions of the natural gravitational force; field potentiometers, meggers, non-polarizing electrodes, and electrical equipment for making measurements in drill holes; instruments and equipment for seismic prospecting; geiger muller counters and other instruments for radioactive methods of geophysical prospecting; electrical and electronic amplifying devices and electrical thermostats designed to be used with any of the foregoing; sodium iodide crystals, thallium activated, in rough cut blanks, when imported to be manufactured into parts for use in instruments for prospecting; all the foregoing of a class or kind not made in Canada, and parts, tripods and fitted carrying cases for any of the foregoing	Free	Free	30%	Free 10% 20%	Free 22½% 20%	30% 35% 30%

(*Continued on next page*)

Canada (*Continued*)

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget: British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
438 h	(1) Motor cycles having an engine capacity of 250 c.c. or less, engines or sidecars therefor; parts of the foregoing	Free	12½%	30%	Free	17½%	30%
440 m	Aircraft, not including engines, under such regulations as the Minister may prescribe:						
	(1) When of types or sizes not made in Canada	Free	Free	27½%	Free	Free	27½%
	On and after July 1, 1964	Free	15%	27½%	Free	15% (On and after July 1, 1963)	27½%
440 n	Aircraft engines, when imported for use in the equipment of aircraft:						
	(1) When of types or sizes not made in Canada	Free	Free	27½%	Free	Free	27½%
	On and after July 1, 1964	Free	15%	27½%	Free	15% (On and after July 1, 1963)	27½%
455	Locks for use in the manufacture of portfolios, luggage and tackle boxes; frames and fittings therefor, wholly of metal, for use in the manufacture of gladstone bags	5%	5%	35%	5%	5%	35%
462 d	Cinematograph and motion picture cameras and camera blimps for use by professional motion picture producers having studios in Canada equipped for motion picture production; parts of the foregoing	Free	Free	15%	Free	Free	15%
462 i	Optical and magnetic sound equipment; Dollies, or other mobile mounting units for motion picture cameras; Booms, without wiring, for use with microphones; Motion picture editing equipment, namely: film editing machines, film splicers, film synchronizers, film viewers, rewinds; Parts of the foregoing; All the foregoing when for use in the production of motion pictures by professional producers having studios in Canada equipped for motion picture production	Free	Free	15%	Free	Free	15%
469	Machine card clothing:						
	(1) For use on roller clearer cards	10%	20%	25%	10%	20%	25%
	(2) Other	Free	10%	25%	10%	20%	25%
478	(2) Aural, nasal, mastectomy and other medical or surgical prostheses; materials for use in reconstructive surgery; ileostomy, colostomy and urinary appliances designed to be worn by an individual; materials and articles required therewith for proper application and maintenance	Free	Free	Free	Free 15% Various	Free 20% Various	Free 27½% Various
521	Yarns and rovings, including threads, cords and twines, wholly of cotton:						
	(1) Singles, n.o.p.	12½%	17½%	22½%	12½%	17½%	22½%
	(2) Undyed and unbleached, for use in the manufacture of cotton sewing thread:						
	(a) Singles	Free	10%	15%	Free	10%	15%
	(b) Plied	5%	10%	20%	5%	10%	20%
	(3) For use in the manufacture of crochet, knitting, darning or embroidery cottons to be packaged for sale at retail for household use:						
	(a) Singles	Free	10%	15%	Free	10%	15%
	(b) Plied	5%	10%	20%	5%	10%	20%
	(6) Mercerized yarns of count seventy-five and finer	Free	17½%	30%	12½% 15%	17½% 20%	22½% 30%
532 g	Haircloth, composed of horsehair in combination with any vegetable fibre	17½%	27½%	30%	17½%	27½%	30%
541 a	Yarns and rovings, including threads, cords and twines, wholly or in part of vegetable fibres, n.o.p., not containing silk, wool or hair, man-made fibres or filaments nor glass fibres or filaments:						
	(1) Linen thread for hand or machine sewing	Free	17½%	25%	Free	17½%	25%
	(2) Linen yarns for weaving or braiding into fabrics	Free	Free	25%	Free	Free	15%
	(3) Singles, n.o.p.	12½%	17½%	25%	12½%	17½%	25%
					Free	10%	15%
	(4) Other, n.o.p.	15%	20%	25%	15% Various	20% Various	25% Various
541 b	Yarns and rovings, including threads, cords or twines, wholly of jute:						
	(1) Singles	10%	17½%	25%	Free	17½%	25%
					Free	10%	15%
	(2) Other	15%	20%	25%	20%	25%	32½%
					Free	10%	15%
542 a	Woven fabrics, wholly or in part of vegetable fibres, and all such fabrics with cut pile, n.o.p., not containing silk, wool or hair, man-made fibres or filaments nor glass fibres or filaments	17½%	22½%	30%	17½% 20% Various	20% 25% Various	30% 40% Various
542 b	Woven fabrics, wholly of jute	Free	5 cts. per 100 lineal yards	15%	Free	5 cts. per 100 lineal yards	15%
					15% Various	22½% Various	30% Various
542 c	Woven fabrics, in the web, wholly of flax or hemp:						
	(1) Towelling and glass-cloth of crash or huck; table-cloth and napkin fabrics of crash	17½%	22½%	35%	15% and 3 cts. per pound Free	20% and 3½ cts. per pound 22½% and 3 cts. per pound	35% and 4 cts. per pound 35% and 4 cts. per pound
	(2) Other	Free	22½%	35%	Free 25%	22½% and 3 cts. per pound 25%	35% and 4 cts. per pound 35% and 4 cts. per pound
543 a	(1) Clothing, wearing apparel and articles, made from woven fabrics, and all textile manufactures, wholly or partially manufactured, composed wholly or in part of vegetable fibres, n.o.p., when the textile component is not more than 50% by weight, of silk nor 50% or more, by weight, of man-made fibres or filaments or glass fibres or filaments, not containing wool or hair	25%	25%	35%	25% 22½% Various	25% 22½% Various	35% and 4 cts. per pound 35% and 4 cts. per pound Various
	(2) Towels and glass-cloths of crash or huck, table-cloths and napkins of crash, wholly or in part of flax or hemp, not containing more than 50% by weight, of silk nor 50% or more, by weight, of man-made fibres or filaments or glass fibres or filaments, nor wool or hair	17½%	22½%	35%	15% and 3 cts. per pound	20% and 3½ cts. per pound	35% and 4 cts. per pound

Canada (*Continued*)

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget		
					British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
543 b	Articles made from woven fabrics wholly of jute and all textile manufactures, wholly or partially manufactured, the textile component of which is wholly of jute, n.o.p.; jute fabric backed with paper	12½%	22½%	30%	12½% 25%	22½% 25%	30% 35% and 4 cts. per pound
543 c	Sheets, pillow-cases, bed-spreads, dresser-scarves, doilies, tray-cloths, table-cloths, napkins, towles, glass-cloths, and handkerchiefs, wholly of flax or hemp, but not to include towels or glass-cloths of crash or huck, nor table-cloths and napkins of crash	Free	22½%	35%	Free	20% and 3 cts. per pound	35% and 4 cts. per pound
	Hemming, hemstitching or embroidering with cotton thread of the foregoing articles, or the weaving of cotton thread in the borders of the handkerchiefs, will not remove such goods from this item.						
543 d	Bags or sacks of jute, hemp, linen or sisal	12½%	15%	20%	12½% 17½%	15% 17½%	20% 35% and 4 cts. per pound
559 g	Batts, batting and wadding of wool, cotton or other textile fibre, n.o.p.	10%	17½%	25%	12½%	20%	25%
567	Sails for boats and ships; textile fabrics, in the web or with fused edges, for use in the manufacture of such sails	15%	22½%	25%	15% Various	22½% Various	25% Various
569 a	Hats, hoods and shapes of fur felt or of wool-and-fur felt	17½%	22½%	35%	17½%	22½%	35%
569 b	(1) Hoods and shapes, caps, bonnets and berets, n.o.p.	22½%	30%	45%	22½% Various	27½% Various	35% Various
	(2) Hats, n.o.p.	20% and, per dozen 75 cts.	25% $1.00	35% $1·50	20% 75 cts.	25% $1·00	35% $1·50
569 c	Hoods and shapes, knitted, crocheted, plaited or woven, in a single piece; hoods and shapes of braid, not sewn; all the foregoing for use in the manufacture of hats	Free	7½%	10%	Free	7½%	10%
569 d	Hat sweats, cap peaks, stiffening bands for the inside of hats and caps, tips and sides when cut to shape, and materials for use in the manufacture of such articles; all the foregoing for use in the manufacture of hats and caps	Free	Free	Free	Free	Free	Free
569 e	Hat braids, of a class or kind not made in Canada, whether woven, knitted or plaited, not exceeding six inches in width, for use in the manufacture of hat bodies or shapes, but not for use in the ornamentation or trimming of such bodies or shapes	Free	Free	Free	Free	Free	Free
569 f	Materials, of a class or kind not made in Canada, for use in the manufacture of woven, knitted or plaited hat braids	Free	Free	Free	Free	Free	Free
570 a	(2) Carpeting, rugs, mats and matting of paper; stair pads	15%	22½%	30%	15%	22½%	25%
572 a	Carpets of sisal, palm straw or cane straw	17½%	17½%	40%	20%	20%	40%
574	Coated or impregnated fabrics, containing textile fabric, produced by any method, including lamination, if the weight of the textile fabric is less than two-thirds of the weight of the coated or impregnated fabric:						
	(1) The textil fabric being wholly or in part of man-made fibres or filaments or of glass, fibres or filaments	27½%	32½%	50%	30%	35%	50%
	(2) The textile fabric not being wholly or in part of man-made fibres or filaments or of glass fibres or filaments	20%	25%	40%	20%	25%	35% and 4 cts. per pound
					25%	25%	35% and 4 cts. per pound
					Various	Various	Various
574 a	Woven fabrics of vegetable fibres, coated or impregnated, imported for use as 'brattice cloth' in underground mining operations	Free	10%	12½%	Free	10%	12½%
574 b	Canvas in the web, wholly of flax or hemp, or both, plain woven, coloured or not, treated with weather-proofing or preservative materials, weighing more than six ounces per square yard, when the weight of the untreated fabric is two-thirds or more of the weight of the treated fabric	17½%	22½%	40%	15%	25% and 3½ cts. per pound	35% and 4 cts. per pound
					25%	25%	35% and 4 cts. per pound
597 a	(5) Accordions	2½%	2½%	30%	5%	5%	30%
597 d	Musical instruments, namely: Autoharps, clavichords, harpsichords, harps; Bass viols, violas, violins, violoncellos; Strings for the foregoing; Recorders, xylophones; Bassoons, clarinets, English horns, fifes, flutes, oboes, picolos, saxophones, practice chanters; Parts of the foregoing	Free	Free	30%	Free	Free	30%
610	Belting, n.o.p., not including single-ply belting wholly of textile fibres	7½%	20%	27½%	15% 7½%	17½% 20%	30% 27½%
696	(1) Philosophical and scientific apparatus (and ancillary equipment thereto), utensils, instruments, and preparations, including boxes and bottles containing the same; maps, charts, photographic reproductions and other pictorial illustrations; video tape recordings; stencils and cards, specially designed for the preparation of library index cards; casts as models; animals as research or experimental subjects; living plants, seeds, cuttings, buds, scions, tubers, bulbs and root-stock; mechanical equipment of a class or kind not made in Canada; parts of the foregoing. All articles in this item, when for the use and by order of any society or institution incorporated or established solely for religious, philosophical, educational, scientific or literary purposes, or for the encouragement of the fine arts, or for the use and by order of any public hospital, college, academy, school, or seminary of learning in Canada, and not for sale or for rental, under such regulations as the Minister may prescribe	Free	Free	Free	Free 15% 15% 10%	Free 20% 22½% 22½%	Free 30% 25% 35%
703 b	(1) Goods valued at not more than twenty-five dollars included in the baggage accompanying residents of Canada returning from abroad after an absence from Canada of not less than forty-eight hours and acquired by them for personal or household use or as souvenirs or gifts, but not bought on commission or as an accommodation for other persons or for sale, under such regulations as the Minister may prescribe	Free	Free	Free	Free	Free	Free
	A resident of Canada shall not be entitled to the exemption herein granted within a period of four months from the date of the last exemption allowed, nor shall the exemption be allowed on alcoholic beverages in excess of one quart, or on tobacco in excess of fifty cigars, two hundred cigarettes and two pounds of manufactured tobacco.						
	(2) In addition to the exemption provided for in part (1) of this item, a resident of Canada returning from a point beyond the continental limits of North America after an absence from Canada of not less than fourteen days may elect to avail himself of the following special exemption:						
	Goods valued at not more than seventy-five dollars (not including alcoholic beverages, cigars, cigarettes or manufactured tobacco), acquired in overseas countries by residents of Canada during an absence from Canada of not less than fourteen days and acquired by them for personal or household use or as souvenirs or gifts, but not bought on commission or as an accommodation for other persons or for sale, under such regulations as the Minister may prescribe	Free	Free	Free	Free	Free	Free

(*Continued on next page*)

Canada (*Continued*)

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget: British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
(703b(2) contd).	All goods admitted under the foregoing special exemption shall be declared by the resident at the time of his return to Canada, and any person who has availed himself of the special exemption is not entitled to any further exemption under item 703 b within a period of twelve mnths from the date the last special exemption was allowed. Goods entiled to entry under this tariff item shall be exempt from all imposts, notwithstanding the provisions of this Act or any other Act.						

Items 1004 and 1012 have been deleted from Schedule B and are replaced by:

Item No.	Goods	When Subject to Drawback	Portion of Duty (not including Special Duty or Dumping Duty) payable as Drawback
1004	Steel	When used in the manufacture of files	99%
1008	Materials, woven, knitted, bonded, braided or felted, whether or not pleated, folded or sewn	When used by manufacturers of hats in making bands for, or in binding the edges of men's hats	99%
1009	Woven fabrics in the web	When used in the manufacture of linings for men's or boys' hats or caps, or in the manufacture of buckram shapes for women's or children's headgear	99%

JAMAICA

Import Licensing Arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by the deletion of sub-items (b) (i) (ii) (iii) from item 5, under the heading 'Men's and Boys' Garments' and the substitution therefor of the following:

(b) Shirts (including guayaberas).

(i) manufactured from fabrics of cotton not exceeding 220s. per doz. c.i.f.

(ii) manufactured from fabrics of all other types.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

MEXICO

Import Licensing

THE MEXICAN *Diario Oficial* of June 7, 1963 published a Decree making good under the following headings subject to prior import licence. The Decree is effective on the date of its publication.

Tariff No.	Description
741.03.01	Plummer-blocks of iron or steel, with bronze or Babbit metal as anti-friction metal.
741.03.03	Plummer-blocks of aluminium, whether or not containing anti-friction metals.
741.03.04	Plummer-blocks of copper and copper alloys, whether or not containing anti-friction metals.
741.03.99	Plummer-blocks, n.s.m.
880.08.99	Separate parts, identifiable, for apparatus and instruments used exclusively in the study or practice of any science, n.s.m.
880.09.00	Apparatus and instruments falling within Chapter 88 of the Tariff, incomplete, n.s.m., as such being considered structures which, by reason of their form, allow the identification of the apparatus or instrument.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

AUSTRIA

Exemption from Import Duty of Certain Pharmaceutical Products

THE BRITISH EMBASSY in Vienna reports that it has been announced in the semi-official weekly newspaper *Internationale Wirtschaft* of May 24, 1963, that pharmaceutical products coming under tariff numbers 30.01, 30.02, 30.03 and 30.05 (i.e. most medicaments and pharmaceutical goods) may be imported duty free into Austria provided that the importer furnishes a certificate from the Ministry of Trade and Reconstruction to the effect that such goods, or effective substitutes, are not manufactured in Austria. This exemption from import duty may be applied to goods under the above-mentioned tariff numbers imported after April 30, 1963.

In accordance with a decree of the Ministry of Finance dated May 6, 1963, the goods in question are also exempt from equalisation tax from the same date.

SWEDEN

Change of the Rule of the Road

THE BOARD OF TRADE have been informed by H.M. Representative at Stockholm that on May 10, 1963, the Swedish Parliament approved the Government's proposals for changing the rule of the road.

The change from driving on the left to driving on the right will take place during the spring or summer of 1967.

In order to defray the cost of the road works, the signs, the conversion of public service vehicles and the campaign of education and information estimated at Kr.400m. a special tax will be levied in each of the four financial years beginning on July 1, 1963, at the rate of Kr.20 on motorcycles, Kr.40 on motor vehicles with a service weight not exceeding 1,100 kilogrammes, and Kr.75 on heavy vehicles (Kr.14.50=£1).

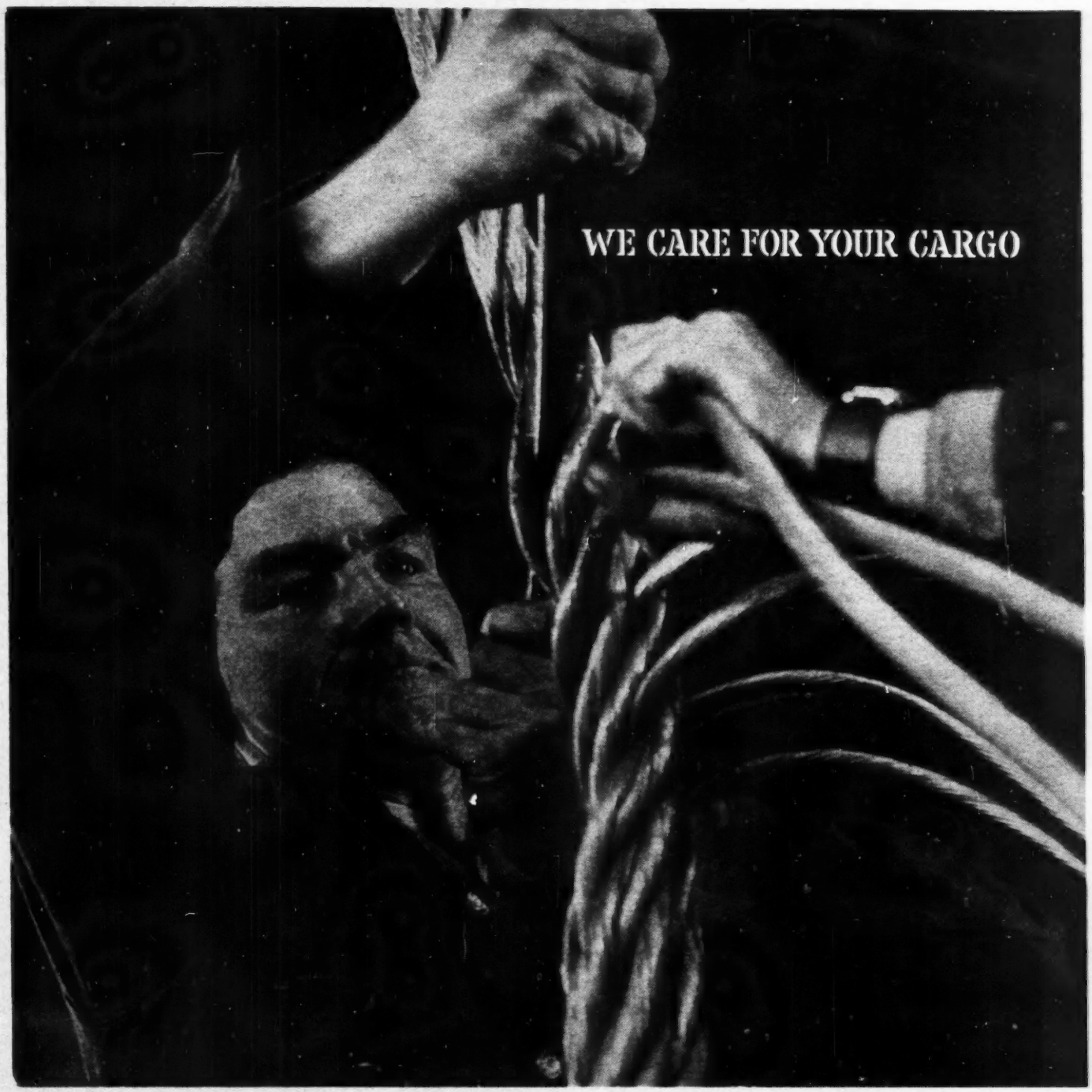
FRANCE

Global Quota for High Grade Long Grain Rice

THE FRENCH *Journal Officiel* of June 11, 1963, announced the opening of a quota for the import of high-grade, long-grain rice, cargo and whitened (Tariff Heading ex 10-06), originating in and imported from countries of the convertible franc zone.

Applications for import licences, on form AC, may be submitted to the Service des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris 9, from June 20 onwards.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.



SPLICING THE MAINBRACE? No, but this craftsman deserves such a reward, for on his skill in splicing wire slings for cargo, depends the safety of merchandise and lives.

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ISRAEL

Liberalization of Imports

LISTS OF ITEMS which may be imported into Israel without an import licence were published in the *Board of Trade Journal* on June 15, 1962, and January 18, 1963, and a schedule of amendments to those lists was published on April 5, 1963. The following may also now enter Israel without such a licence:

Customs Tariff Item	Description
	37 – Photographic and Cinematographic Goods
37.07	Other cinematographic film, exposed or developed, whether or not incorporating sound track, positive, excluding film produced in Arab countries and advertising films (rewording).
	48 – Paper and Paperboard and Articles Thereof
48.10	Cigarette paper, cut to size, excluding cigarette paper in the form of booklets or in tubes (rewording).
84.10	Oil pumps for motor vehicle engines; fuel pumps for diesel engines.
84.10(d)(1)	Injectors used in internal combustion engines.
84.11(a)(1)	Air compressors for motor vehicles.
84.63	Cranks and flywheels, suitable in their construction for motor vehicles.
85.09	Electric lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles.
87.06	Gear boxes pertaining to motor vehicles, excluding spare parts (item 84.62 and 85.17(i) deleted under this group).

A revised list of items for which import licences are being issued by the Israeli authorities was published in the *Board of Trade Journal* on April 5, 1963. The following additional items may now be imported under licence:

Customs Tariff Item	Description
17.02(b)(1)(A)	Glucose.
39.02(i)(9)	Polyethylene Sleeves.
39.07(i)(9)	For packing purposes, printed and unprinted.
39.07(i)(9)	Plastic PVC venetian blinds, including single strips.
44.27	Various wooden household articles (specified) – including: floor lamps or table lamps; other wooden fixtures for lighting purposes; furniture which does not come under heading 94.00; all sorts of wooden caskets; wooden cigarette boxes; wooden trays; wooden fruit bowls; all kinds of wooden jewellery and ornaments; all kinds of boxes for cutlery, drawing sets, instrument cases, etc.; any objects made from wood for personal use or ornamentation and parts thereof.
48.07(1)	Chrome-coated paper.
62.03(a)(1)	New jute bags: Weighing 900 grams or less. Weighing more than 900 grams.
68.04(d)(4)	Diamond dressing or trueing tools.
73.24(i)	Iron shutters.
73.31(i)	Blue cut tacks.
76.03(i)	Strips, sheets and disks of aluminium.
76.04	Aluminium foil, not backed, of a thickness not exceeding 0.15 mm.
76.04	Aluminium foil, backed with paper or any other backing material.
82.02(b)(1)(C)	Hacksaw blades.
82.02(b)(3)(C)	Circular metal slitting and slotting saw blades.
82.04(h)	Mounted glazier's diamonds.
82.05(b)(1)	Diamond dressing or trueing tools.
82.05(b)(2)	Diamond, glass, stone and concrete drills.
82.05(b)(3)	Twist drills.
82.05(b)(4)	Centre drills.
82.05(b)(5)	Reamers, not including adjustable reamers with inserted blades.
82.05(c)(9)	Threading taps.
82.05(c)(9)	Threading dies.
82.05(c)(9)	Threading chasers for dies' heads and hand tools.
82.05(e)(3)(A)	End mills and milling cutters, with hole having an external diameter from 20 to 255 mm., not including thread milling cutters.
82.05(e)(3)(B)	End mills and milling cutters with shank not exceeding 45 mm.
82.05(f)(2)(B)	Tool bits.
82.05(f)(2)(B)	Parting off tools.
82.05(i)(1)	Countersinks and counterbores for machines.
84.15(a)(9)	Household refrigerators.
90.24(b)(1)(A)	Thermostats, weighing over 600 grams.
90.24(b)(1)(B)	Thermostats, other.
91.02(a)	Alarm clocks.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ALGERIA

New Import Control Regulations

DETAILS OF NEW import control measures in Algeria are contained in decree 63-188 published in the *Journal Officiel de la République Algérienne* of June 4, 1963.

This decree makes a wide range of goods subject to licence and quota restrictions when originating or shipped from countries outside the Franc Zone. It also provides exemption from the restrictions for goods shipped before the date on which the quota for the particular commodity is to take effect, and permits a two months' delay for the execution of contracts entered into before the publication of the decree.

The French text of the decree, containing the list of goods subject to the quotas and the dates from which these are to take effect, may be seen at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

JORDAN

Import of Footwear

A NOTICE WAS published in the *Board of Trade Journal* on March 15 (page 654) which stated that the Jordanian Customs Authorities had banned the import of all types of footwear. The Customs duty on footwear has now been increased to 100 per cent, and the import ban has been waived.

All inquiries about this notice should be addressed to the Board of Trade, Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

IRAQ

Law of Ownership of Real Estate by Foreigners in Iraq

ALL FOREIGNERS, whether residing within or outside Iraq, who own real estate in Iraq, are reminded that, in accordance with the above Law (as amended) they should transfer the ownership of any real estate held in excess of their legal right, and submit a statement of real estate registered in their names in Iraq to the Iraqi authorities before August 15, 1963.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2528).

(*Continued on next page*)

British Pharmacopoeia 1963

The British Pharmacopoeia 1963 has been published by the British Pharmacopoeia Commission of the General Medical Council, 44 Hallam Street, London, W.1. Price 100s. It furnishes, by means of almost 1,000 monographs, standards for the quality of a wide range of articles used in medicine.

Iraq (*Continued*)

Import Licensing Regulations

THE AUTHORITIES in Iraq have now published the following list of goods, the import of which is prohibited from all sources. There are no discriminatory restrictions on other British goods, which may therefore be imported subject to the general import licensing regulations.

Serial No.	Commodity
1.	Yashmagh
2.	Furniture made of ordinary or twisted wood
3.	Linen shoes with rubber soles
4.	Pyjamas
5.	Beer
6.	Woollen blankets
7.	Tobacco
8.	Stone (excluding red, green and orange stone) which must not be crushed
9.	Lining pelts and half-tanned hides
10.	Henna
11.	Bleached and unbleached calico (excluding Hamayun and Malmal)
12.	Vegetable oil for food
13.	Lubricating oil (excluding Brake oil and grease)
14.	Galvanized iron buckets
15.	Ready made aluminium goods (excluding those not manufactured in Iraq)
16.	Animal feet
17.	Ordinary cement and anti-saline cement
18.	Toilet and laundry soap
19.	Abul Hail soap
20.	Bricks and tiles for building (excluding firebricks)
21.	White and coloured chalk for writing
22.	Cotton yarns (to be granted to factory owners only on the recommendation of the Ministry of Industry)
23.	Wooden Qabqabs (footwear)
24.	Iron bedsteads
25.	Scraps of leather
26.	Drinking straws
27.	Ethyl-alcohol (methylated or not methylated)
28.	Shovels and axes
29.	Carpenter's nails
30.	Explosives and fireworks (excluding explosives for blasting)
31.	Wooden windows and doors and frames for doors
32.	Cotton waste
33.	Plastic beads
34.	Rubber nipples
35.	Animal fat for human consumption
36.	Cement bags
37.	Concrete pipes
38.	Asbestos pipes of a diameter less than 18in.
39.	Powder of antimony and lead prepared for manufacturing it
40.	Paraffin candles
41.	New and second-hand military equipment and uniforms
42.	Methyl alcohol
43.	Gold leaf
44.	Used newsprint
45.	Ready made silk 'abas
46.	Boards for electrical installations (excluding rounds and oblongs)
47.	Cotton or linen fish nets
48.	Ordinary wooden shoe-lasts (excluding shoe trees)
49.	Primus without pressure gauge but with tanks adjacent to ignition heads
50.	Plastic pipes size ¼in., ⅜in., ½in., ⅝in., ¾in., ⅞in., 1in.
51.	Rubber pipes size ¼in. and ⅜in. unless they are used for medical and sanitary purposes and for car washing and greasing
52.	Radiators (excluding heating and cooling radiators)
53.	Yarn and thread waste.
54.	Dried and fresh figs
55.	Sheeted apricot
56.	Pastry and cakes
57.	Plastic purse
58.	Scrap iron excluding secondhand and damaged barrels
59.	Damp-proof felting
60.	Pitched paper (the like of which is manufactured in Iraq)
61.	Jeep cars (Willis type)
62.	Springs for motor cars
63.	Matches
64.	Wire wool
65.	Oil-bound distemper, powdered distemper and white zinc paste
66.	Bassorag (kind of edible nut)
67.	Laces for shoes and file covers

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2528).

Willing's Press Guide, 1963

The eighty-ninth annual edition of Willing's Press Guide, which lists publications in Great Britain, Northern Ireland, and the Irish Republic together with the principal British Commonwealth, Dominion, Colonial and Foreign publications, has been published and is being sent to customers in all parts of the world. The price is 50s. post free. A three-monthly Supplement Service is provided to subscribers only at 10s. 6d. per set post free. The Guide and Supplement Service are published by James Willing Ltd., 3-4, Holborn Circus, London, E.C.1.

Textile Trade Directory

The 1963 edition of the 'Yorkshire Textile Industry' has been published. Copies are available from John Worrall Ltd., Central Works, Oldham, Lancs. Price 32s. 6d.

Building Research

The annual report of the Building Research Station of the Department of Scientific and Industrial Research, *Building Research 1962*, has been published by H.M. Stationery Office. Price 8s. 6d., by post 8s. 11d.

REPUBLIC OF SOUTH AFRICA

Customs Tariff Changes

AS A RESULT of a Notice of Motion tabled in the House of Assembly on May 30, 1963, the following amendments to the Customs Tariff have been made with effect from that date except in the case of Items 48(a) and (b), which are effective from June 3, 1963. Britain pays the intermediate rate unless otherwise stated:

Tariff Item	Article	Present Duty			Proposed Duty		
		Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
2 (1)	Baking powder . . . . . per 100 lb.	Cents. — or — whichever	Cents. 335 or 30% duty shall be	Cents. — — the greater	Cents. — or — whichever	Cents. 400 or 30% duty shall be	Cents — — the greater
10 (2)	Chicory and substitutes for chicory . . . . . per 100 lb.	—	250	—	—	415	—
12 ex (d)	Cocoa mixed with milk or other food substances, except sugar . . per 100 lb.	—	210	—	—	20%	—
15 ex (d)	Rice in the grain packed for retail sale . . . . . per 100 lb.	—	250	—	—	350	—
21 ex (d)	Tonic foods, *n.e.e.*, other than cod liver oil with malt and extract of malt . .	—	15%	—	—	20%	—
43	Sugar and sugar substitutes:						
	(a) (i) Candy and icing sugar . . . . . per 100 lb.	—	160	—			
	(ii) Loaf and cube sugar . . . . . per 100 lb.	—	160	—		As below	
	(c) (ii) Other kinds of sugar except sugar of milk (lactose) and goods provided for in paragraph (b) of item 43 . . . . . per 100 lb.	—	160	—			
	Sugar and sugar substitutes except sugar of milk (lactose) and goods provided for in paragraph (b) of item 43):						
	Cane or beet sugar:						
	Not packed for retail sale . . . . . per 100 lb.		As above		—	200	—
	Packed for retail sale . . . . . per 100 lb.				—	400	—
	Coloured or flavoured sugar . . . . . per 100 lb.				—	400	—
	Other . . . . . per 100 lb.				—	160	—
47	Vinegar, not being vinegar essence:						
	(a) In bottles or vessels of a capacity of not more than one imperial quart: per imp. gal.	—	10	—		As below	
	(b) In larger vessels or in bulk . . . . . per imp. gal.	—	5	—			
	And in addition, in either case, for each 1% by weight of acetic acid in excess of 6% . . . . . per imp. gal.	—	3½	—			
	Vinegar, not exceeding 10% by weight of acetic acid . . . . . per imp. gal.		As above		—	20	—
48 (a)	Ale, beer, cider and perry, all kinds, of a strength exceeding 3% of proof spirit per imp. gal.	—	75	—		As below	
48 (b)	Stout, exceeding 3% of proof spirit . . . . . per imp. gal.	70 (Eire)	75	—			
	Beer made from malt:						
	All kinds, excluding stout . . . . . per imp. gal.				—	45	—
	Stout . . . . . per imp. gal.		As above		40 (Eire)	45	—
	And, in addition such duties on imported beer as are set out in the proposed excise duties on beer.						
	Apple cider and perry . . . . . per imp. gal.				—	75	—
61 (d)	Quilts, padded	—	15%	—	—	20%	—
63 (e)	Carpets and other floor coverings (excluding carpets, carpeting, floor rugs, mats, matting, linoleum and floor cloth provided for in paragraphs (a), (b) and (d).	—	10%	—	—	20%	—
69 (1)	Hats, caps and bonnets excluding berets:						
	(d) Boys' caps:						
	(i) New, of felt, wool, hair, straw or other vegetable fibre	—	20%	25%			
	(ii) Other	—	20%	—		As below	
	(e) Men's (ii) caps:						
	(A) New, of felt, wool, hair, straw or other vegetable fibre	—	20%	25%			
	(B) Other	—	20%	—			
	(iv) Other, excluding fur-felt hats, other felt or fur hats, caps and cloth hats:						
	(A) New, of felt, wool, hair, straw or other vegetable fibre	—	15%	20%			
	(B) Other	—	15%	—			
	(f) Ladies' (excluding cloth hats):						
	(i) Trimmed (but linings, bands and borders do not constitute trimming)	—	25%	—			
	(ii) Untrimmed not ready to wear:					As below	
	(A) New, of felt, wool, hair, straw or other vegetable fibre	—	15%	20%			
	per dozen	—	or 60	80			
	(B) Other	whichever —	duty shall be 15%	the greater —			
	per dozen	—	or 60	—			
	(iii) Other (excluding nurses' caps):	whichever	duty shall be	the greater			
	(A) New, of felt, wool, hair, straw or other vegetable fibre	—	15%	20%			
	(B) Other	—	15%	—			
	(i) Other, excluding articles provided for in paragraphs (a) to (h):						
	(i) New, of felt, wool, hair, straw or other vegetable fibre	—	15%	20%		As below	
	(ii) Other	—	15%	—			
	Hats, caps and bonnets (excluding berets and headgear provided for in paragraphs (a), (b), (c), (e) (i), (g) and (h) of item 69 (1):						
	Men's and boys'		As above		—	25%	—
	Ladies', trimmed or untrimmed				—	25%	—
	All other				—	25%	
84 (1)	Baths, metal, porcelain or vitreous enamelled:						
	(a) Tub, plain white, enamelled on the inside only:						
	(i) Of an overall length not exceeding 5 feet 8 inches . . . . each	—	60	—	—	10%	—
	(ii) Of an overall length exceeding 5 feet 8 inches . . . . each	—	80	—	—	10%	—
84 (2)	Baths, metal, other:						
	(a) Galvanized . . . . . per 100 lb.	—	66	66			
		—	with a maximum of 20%	—	—	20%	—
	(b) Enamelled, other than porcelain or vitreous enamelled . per 100 lb.	—	150	150			
		—	with a maximum of 20%	—	—	20%	—
84 (3)	Bath, sink and lavatory plugs, washers, wastes and overflows . .	—	10%	—	—	20%	—
87 (2)	Nails, wire . . . . . per 100 lb.	—	20	—	—	3%	—
110 (f)	Metal furniture other than articles provided for in paragraphs (a) to (e) of item 110	—	20%	—	—	25%	—
116 (c)	Gas lamps:						
	(ii) Miners' hand and bucket acetylene lamps and parts thereof including reflectors but not burners	—	25%	25%	—	25%	—
	per lamp	—	with a minimum of —	15			
ex 129 (1)	(iii) Hand and portable gas lamps of all kinds . . . . . Motor cars and motor vehicles commonly known as country sedans, estate cars, safari vans and station wagons and similar dual purpose or general purpose motor vehicles: all excluding radio apparatus and rubber pneumatic tyre covers and tubes:	—	15%	—	—	25%	—
	(c) Of a free-on-board value exceeding R.1,600						
	(i) Weighing not more than 3,700 lb.	—	30%	—	—	50%	—
	— per lb.	—	and in addition 11	—	—	and in addition 11	—

Republic of South Africa (*Continued*)

Tariff Item	Article	Present Duty			Proposed Duty		
		Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
	(ii) Weighing more than 3,700 lb.	Cents. —	Cents. 30% and in addition	Cents. —	Cents. —	Cents. 50% and in addition	Cents. —
		per lb.					
134 ex (1) (f)	Brass tubing of any length of an outside diameter not exceeding 4½ inches and copper tubing of any length of an outside diameter not exceeding 6 inches, being gas, steam, drainage, sewerage, irrigation, water supply and water pumping tubing	—	17	—	—	17	—
	Aluminium or aluminium alloy piping or tubing of an outside diameter from ½ inch to 4½ inches (excluding products containing more than 0·5% copper, 4·0% magnesium, 2·0% silicon or 0·5% zinc) being gas, steam, drainage, sewerage, irrigation, water supply and water pumping piping or tubing	—	Free	—	—	10%	—
169 (2)	Blue (household)	—	Free	—	—	15%	—
172 (b) (ii)	Chinaware and porcelainware, n.e.e., not being tableware or other articles commonly used for domestic, toilet or laboratory purposes	—	10%	—	—	20%	—
		each					
		—	5% or —	50% or 30	—	20% or —	50% or 30
		whichever	duty shall be	the greater	whichever	duty shall be	the greater
186 (c)	Wall tiles, earthenware, excluding mosiac:						
	(i) White and cream per sq. yd.	—	12½	—	—	20%	—
	(ii) Black and coloured per sq. yd.	—	17½	—	—	20%	—
192	Lead, white:						
	(a) Dry or mixed with or ground in water per 100 lb.	60 (U.K. and Canada)	70	—	80 (U.K. and Canada)	90	—
212	Acetic and pyroligneous acids and extracts, and essences of vinegar:						
	(a) In bottles or other vessels of a capacity of not more than one imperial quart per imp. gal.	—	15	—			
	(b) In larger vessels per imp. gal.	—	10	—		As below	
	and, in addition, in either case, for each 1% by weight of acetic acid in excess of 6% of acetic acid per imp. gal.	—	3½	—			
	Acetic and pyroligneous acids per imp. gal.				—	320	—
	Extracts and essences of vinegar not exceeding 10% by weight of acetic acid per imp. gal.		As above		—	20	—
251 (e)	Boot and shoe soles, tips and heels, black, rubber:						
	(i) Soles, children's, sizes 7 to 1 per lb.	—	4½	—	—	30%	—
	(ii) Soles, sizes 2 and upwards, and tips and heels per lb.	—	5	—	—	30%	—
251 (f)	Boot and shoe soles, tips and heels, other than black, rubber:						
	(i) Soles, children's, sizes 7 to 1 per lb.	—	6	—	—	30%	—
	(ii) Soles, sizes 2 and upwards, and tips and heels per lb.	—	7½	—	—	30%	—
253 (2)	Leather hose	—	15%	—	—	25%	—
253 ex 5	Plastic hose	—	15%	—	—	20%	—
253 (6) (b)	Metal fittings for hose and tubing other than canvas fire hose	—	15%	—	—	20%	—
269 (1) (c)	Bentwood chairs	—	20% and in addition	—	—	25%	—
		each					
		—	10	—			
269 (1) (d)	Spindle chairs	—	20% and in addition	—	—	25%	—
		each					
		—	10	—			
287 (2)	Pulpboard for building purposes:						
	(a) Up to $\frac{1}{16}$ths inch in thickness:						
	(i) Of a weight not exceeding 500 lb. per 1,000 square feet per 1,000 sq. ft.	—	175	—			
	(ii) Of a weight exceeding 500 lb., but not exceeding 600 lb per 1,000 sq. ft. per 1,000 sq. ft	—	200	—			
	(iii) Of a weight exceeding 600 lb., but not exceeding 800 lb. per 1,000 square feet per 1,000 sq. ft.	—	300	—		As below	
	(iv) Of a weight exceeding 800 lb. but not exceeding 1,000 lb. per 1,000 square feet per 1,000 sq. ft.	—	350	—			
	(v) Of a weight exceeding 1,000 lb. per 1,000 square feet per 1,000 sq. ft.	—	400	—			
	(b) Exceeding $\frac{1}{16}$ths inch but not exceeding $\frac{1}{8}$ inch in thickness per 1,000 sq. ft.	—	250	—			
	(c) Exceeding $\frac{1}{8}$ inch in thickness per 1,000 sq. ft.	—	350	—			
	Pulpboard for building purposes per 1,000 sq. ft.				—	7½%	—
			As above		with	a minimum of	
					—	350	—
ex 290	Photographs (excluding enlargements or reproductions), not being labels or advertisements elsewhere enumerated	—	Free	—			
	NOTE: Photographs produced from negatives which have been made or copied from other negative or positive photographs, other than photographs reproduced in metal, shall be classed as reproductions of photographs.					As below	
	Photographs, n.e.e.		As above		—	20%	—
297 ex (1) (g)	Writing blocks, letter pads, envelopes, letter cards, postcards, plain, and other plain paper stationery	—	20%	—	—	20%	—
		per lb.			with	a minimum of	
					—	5	—
304 (1)	Imitation pearls, mounted or unmounted:						
	(a) Loose or strung, but excluding bracelets and necklaces	—	20% or	50% or	—	25% or	50% or
		per lb.					
		—	—	520	—	—	520
		whichever	duty shall be	the greater	whichever	duty shall be	the greater
	(b) Mounted into articles containing more than 24 individual pearls, but excluding bracelets and necklaces	—	20% or	50% or	—	25% or	50% or
		per lb.					
		—	—	520	—	—	520
		whichever	duty shall be	the greater	whichever	duty shall be	the greater
	(c) Bracelets and necklaces	—	20% or	50% or	—	25% or	50% or
		per ft.					
		—	—	10	—	—	10
		whichever	duty shall be	the greater	whichever	duty shall be	the greater

The Notice of Motion also provides for the substitution of the following paragraph for paragraph (7) of the General Note to the Customs Tariff except in so far as the terms mentioned in the said paragraph relate to goods described in tariff items 7, (20(a), 21(b), 22(b) and (e), 158(a) and (b), 159, 168(1) 169(1) and (4), 170, 175, 176, 177, 194, 199, 202(6), 205(1)(a), 213(c), 214(a), 215(3), 217, 221(a), 225(b), 227(1), 228(a), 230, 234, 237, 239(5), 241, 244(c))(i) and 247.

(7) The terms 'in bulk' and 'not in bulk' where they appear in the tariff mean 'not packed for retail sale' and 'packed for retail sale', respectively.

(*Continued on next page*)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

Republic of South Africa (*Continued*)

Changes in Excise Duties

A NOTICE OF MOTION tabled in the House of Assembly on May 30, 1963 increases certain excise duties with effect from June 3, 1963, as follows:

Item	Article	Present Duty	Proposed Duty
		Cents.	Cents.
2	Beer brewed in the Republic:		
	(a) Lager beer per 36 standard gallon of worts	2,340	
	(b) Beer, other than lager beer:		
	(i) Brewed from worts of a specific gravity exceeding one thousand and thirty-nine degrees . per 36 standard gallon of worts	2,340	As below
	(ii) Brewed from worts of a specific gravity not exceeding one thousand and thirty-nine degrees . . per 36 gallons of worts	1,440 plus a suspended duty of 440	
	per 36 gallons of worts		
	Provided that:		
	(1) In calculating, for the purposes of item 2 (a) or (b) (i), any number of standard gallons, beer (other than stout) brewed from worts of a specific gravity of less than one thousand and forty-six degrees shall be deemed to have been brewed from worts of a specific gravity of one thousand and forty-six degrees, and stout brewed from worts of a specific gravity of less than one thousand and sixty five degrees shall be deemed to have been brewed from worts of a specific gravity of one thousand and sixty-five degrees.		
	(2) if after the quantity or gravity of worts or beer has been ascertained by an officer, any substance which increases the quantity or gravity thereof is added thereto, duty shall be leviable on the basis of such increased quantity or gravity, and any increase in the quantity or gravity of beer shall for this purpose be deemed to be an increase in the quantity or gravity of the worts.		
	Beer made from malt:		
	(a) Of a specific gravity before fermentation not exceeding 1,040°:		
	(i) Brewed in the Republic . per gallon		38½ plus a suspended duty of 12½
	per gallon		
	(ii) Imported into the Republic . per gallon		30
	(b) Of a specific gravity before fermentation exceeding 1,040° but not exceeding 1,050°:		
	(i) Brewed in the Republic . . per gallon	As above	51
	(ii) Imported into the Republic . per gallon		30
	(c) Of a specific gravity exceeding 1,050°:		
	(i) Brewed in the Republic . . per gallon		61½
	(ii) Imported into the Republic . per gallon		30
	and in addition, in every case, for every degree of specific gravity before fermentation in excess of 1,080° . . . . . per gallon		1

Customs Tariff Classifications

GOVERNMENT NOTICES No. 281 and 316, published in the Republic of South Africa *Government Gazettes* of May 17 and 30 respectively, reproduce Amendment Lists No. 48 and 49 to the Customs Tariff Guide. Consequential Customs Tariff changes are as follows:

Rubber Tubing, including welding tubing (except hose) n.e.e. has been transferred from tariff item 259 (d) to item 253 (1) (d). The duty becomes 15 per cent. *ad valorem* with a minimum of 665 cents per 100 lb. in the intermediate column and 20 per cent. *ad valorem* with a minimum of 750 cents per 100 lb. in the maximum column instead of 20 per cent. *ad valorem* from all sources as previously.

Saddle Bags, leather, have been transferred from tariff item 256 to item 252. The duty remains unchanged at 25 per cent *ad valorem* from all sources, if new, and becomes 40 per cent *ad valorem* from all sources if for sale second-hand.

Band-Saws of a type used in the meat preparing industry have been transferred from tariff item 335 to item 118 (g). The duty becomes free of duty in the minimum column (Britain); 3 per cent. *ad valorem* in the intermediate column and 5 per cent. in the maximum column instead of 20 per cent. *ad valorem* from all sources as previously.

Circular Saws, mobile, for cutting logs, have been transferred from tariff item 335 to item 118 (g). The duty becomes free of duty in the minimum column (Britain); 3 per cent. *ad valorem* in the intermediate column and 5 per cent. *ad valorem* in the maximum column instead of 20 per cent. *ad valorem* from all sources as previously.

Sodium Carboxy-Methyl-Cellulose has been transferred from tariff item 244 (f) to item 239 (6) when imported in bulk and item 335 when imported other than in bulk. The duty becomes 10 per cent. *ad valorem* and 20 per cent. *ad valorem* respectively from all sources instead of 15 per cent. *ad valorem* from all sources as previously.

Spin driers for household laundry have been transferred from tariff item 335 to item 119 (d). The duty remains unchanged at 20 per cent. *ad valorem*.

Spouting, Metal, Grain of steel has been transferred from tariff item 335 to item 134(7). The duty becomes 10 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* from all sources as at present.

Stirrup Irons for Saddles have been transferred from tariff item 252 to item 113 (1). The duty becomes 20 per cent. *ad valorem* from all sources instead of 25 per cent. *ad valorem* from all sources as previously.

Piperonyl Butoxide (Technical) when imported in bulk has been transferred to tariff item 239 (6) and the duty becomes 10 per cent. *ad valorem* from all sources. When imported other than in bulk it remains under tariff item 335 and the duty is unchanged at 20 per cent. *ad valorem* from all sources.

Pressure Regulating Valves – pneumatic have been transferred from tariff item 134 (7) to tariff item 118 (g). The duty becomes free of duty in the minimum column (Britain); 3 per cent in the intermediate column and 55 per cent *ad valorem* in the maximum column instead of 10 per cent *ad valorem* as previously.

Record Players being units without the sound reproducing mechanism attachments are now classified under tariff item 335 at a duty of 20 per cent. *ad valorem* from all sources.

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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Republic of South Africa (*Continued*)

Further Customs Tariff Changes

GOVERNMENT NOTICES No. R.845 and R.846 published in the Republic of South Africa *Government Gazette* of June 14 set out the following amendments to the Customs Tariff with effect from that date. Britain pays the intermediate rate of duty unless otherwise stated.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
65	By the substitution, for the rates of duty in sub-paragraph (4) of paragraph (b) (iv), of the following rates of duty:	—	30%	35%
		with a minimum per garment of		
	dresses and frocks	—	50	60
	other	—	15	20
		and in addition		
		—	—	20%
78	By the substitution, for sub-paragraph (b) of paragraph (7), of the following sub-paragraph:			
	(b) knitted:			
	(i) rubber-elasticized, flocked or embroidered fabrics and fabrics printed with non-fugitive colours or dyes	—	10%	—
	(ii) other	—	15½	—
			or	
	per yard	—	5	—
		whichever duty shall be the greater,		
		and in addition		
		—	10%	—
119	By the substitution, for paragraph (j), of the following paragraph:			
	(j) Electrical transformers:			
	(i) Not less than 5 kVA. and not exceeding 2,500 kVA., with a maximum working voltage of 37·5 kV.	15% (Britain)	20%	—
	(ii) Suitable for use in radio sets	7½% (Britain)	12½%	—
	(iii) Other	Free (Britain)	5%	—

In his recent Budget Proposals the Minister of Finance introduced the following amended Customs duties on still wines:

Tariff Item	Article	Present duty			Proposed duty		
		Minimum Duty	Intermediate Duty	Maximum Duty	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents	Cents	Cents	Cents
52 (a)	Still wines not exceeding 20% of proof spirit . per imp. gallon	—	95	—			
52 (b)	Still wines exceeding 20% but not exceeding 50% of proof spirit . . per imp. gallon	—	160	—			
	Note: Wines containing less than 3% of proof spirit are excluded from the above, and wines containing more than 50% of proof spirit are classed as spirits.				As below		
	Unfortified still wines:						
	(i) of a free-on-board price not exceeding 150c. per imperial gallon per imp. gallon		As above		—	95	—
	(ii) of a free-on-board price exceeding 150c. but not exceeding 300c. per imperial gallon per imp. gallon				—	115	—
	(iii) of a free-on-board price exceeding 300c. per imperial gallon per imp. gallon		As above		—	135	—
	Fortified still wines per imp. gallon				—	160	—
	Note: Wines containing more than 41½% of proof spirit are classed as spirits.						

Customs Tariff Applications

CUSTOMS TARIFF Applications List No. 340 published as Government Notice No. 361 in the Republic of South Africa *Government Gazette* of June 14, states that the Board of Trade and Industries has received the following application affecting the Republic's Customs Tariff.

For the withdrawal of rebate facilities on

Collar support pad material as provided under item 491 (i) (a) (ii).

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Authorities they should communicate with the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference CRE 7591/63.

FEDERATION OF RHODESIA AND NYASALAND

Customs Tariff Applications

THE BRITISH Trade Commissioner at Salisbury has reported that the Ministry of Commerce and Industry have received an application for an increase in the Customs duty applicable to the following commodities. Britain pays the Column D rate of duty.

Tariff Item	Commodity	Duty A	Duty B	Duty C	Duty D
Ex 119 (1) (d)	Posts and standards, hexagonal or octagonal, fabricated from steel plate, sheet or strip, for lighting, power transmission and the like, whether or not complete with fittings but not including fittings imported separately:				
	Present duty *ad val.*	20%	10%	Free	Free
	Requested duty *ad val.*	35%	25%	15%	15%

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 7567/63. The closing date for the receipt of evidence by the Federal Ministry of Commerce and Industry is July 11, 1963.

Suspension of Duty

FEDERAL GOVERNMENT Notice No. 189 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of June 14, amends, with effect from that date, the existing list of suspensions of duty by the withdrawal of the following item:

Ex 72(3) Plastic adhesive tapes not exceeding 1 inch in width, in rolls.

GHANA

Imports of Children's Books

THE GHANA CONTROLLER of Imports and Exports has, by Notice to Importers No. 218, amended Open General Import Licence No. 1(c), published under Notice to Importers No. 207 *Board of Trade Journal*, January 25, 1963, page 240) to read:

Excercise Books, Registers, Diaries, Calendars and Children's Books.

Imports of Arms and Ammunition

THE GHANA CONTROLLER of Imports and Exports announces for the information of importers in Notice to Importers No. 217 that applications under the Arms and Ammunition Ordinance (Cap. 253) may now be submitted for licence to import the following articles:

Shot guns in excess of 2 (for limited quantities only).
Shot gun cartridges—in excess of three hundred in number.
Gunpowder—all quantities.
Percussion Caps – all quantities.

Import Licences will be issued only to those importers who OWN private magazines.

Applications should be addressed to: The Controller of Imports and Exports, Ministry of Finance and Trade (Trade Division), P.O. Box M.47, Accra, and, together with relevant documents must reach the Controller of Imports and Exports not later than July 5, 1963. This closing date will be rigidly enforced.

Details of the information, which must be submitted in support of applications, can be obtained from the Export Services Branch, Board of Trade. (Tel. City 5757, Ext. 472).

KENYA, UGANDA AND TANGANYIKA

Customs Tariff Changes

THE BRITISH Trade Commissioner at Nairobi has reported that the Kenya Finance Bill, introduced on June 11, 1963, provides for the following amendments to the Customs Tariff with effect from that date. It is understood that the Finance Bills of Uganda and Tanganyika have made identical changes in their Customs Tariffs:

Tariff Item	Article	Rate of Duty
74	Weighing and measuring machines and appliances, n.e.s., including petrol and oil pumps embodying measuring devices	*Ad val.* 25%
80	Bricks, slates and tiles, including plastic asbestos and glass tiles, for building purposes	*Ad val.* 25%
81 (e)	Putty	*Ad val.* 25%
88	Glass:	
	(b) Plate, polished and float, not silvered or bevelled	*Ad val.* 25%
	(c) Sheet, n.e.s.	*Ad val.* 25%
127	Plywood, pulpboard, plastic and other similar composite sheeting and boarding	*Ad val.* 25%
95	Baths, lavatory basins, cisterns, water closets, urinals, sinks and other sanitary ware, but not including portable toilet ware	*Ad val.* 12½%
103	Oils:	
	(d) Lubricating, not including castor-oil	Per imperial gallon, Sh. 1.
104 (b)	Ready mixed paints, berlin and brunswick black, colours, colour washes, distempers, driers, enamels, fillers, french polishes, japan black, lacquers, paint removers other than cosmetic paint removers, primers, varnishes, and wood stains, ready for use directly or after simple mixing or the addition of water or solvent	*Ad val.* 33⅓%
120	Tyres and tubes of rubber or of a substitute for rubber, not attached to wheels or vehicles including tyres re-imported after re-treading:	
	(1) Tyres:	
	(a) For use on lorries, trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles:	
	(i) Pneumatic, including the weight of the immediate wrapper, of a kind and size specified by the Minister by notice in the Gazette. The suspended duty is 41 cents. per lb.:	Per lb. Sh. 1/25
	(ii) Pneumatic, including the weight of the immediate wrapper, other	Per lb. Sh. 1/25
	(iii) Solid, complete or in lengths	Per lb. cents. 30
	(2) Tubes:	
	(a) For use on lorries trucks, vans, passenger carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles	Per lb. Sh. 1/25
47	Builders' requisites and materials of metal or plastic:	
	(a) Windows and doors	*Ad val.* 25%
	(b) Guttering and ridging	*Ad val.* 25%
	(c) Casement stays, door handles, door closers, finger plates, latches, rim and mortice locks, and lock furniture and similar door and window furniture but not including padlocks	*Ad val.* 12½%
	(d) Sanitary and lavatory appliances, lavatory basins, sinks, water closets, urinals, baths, water heating systems and appliances, cisterns and taps, plugs (including plugs made of rubber), traps, overflows and similar fittings therefor	*Ad val.* 12½%
	(e) Lifts, including the gates	*Ad val.* 25%
	(f) Expended metal, down pipes and ventilators	*Ad val.* 12½%
72	Tanks, vats and similar vessels, complete or in sections:	
	(a) If of a capacity of 30 gallons or more, designed for an operating pressure of less than 100 lbs. per square inch; if of stainless steel of a thickness not exceeding 0·25 inch or if of aluminium or alloy thereof of a thickness not exceeding 0·75 inch	*Ad val.* 12½%
	(b) Other.	Free
81	(a) Portland and similar cement for building purposes. The suspended duty on this item is 65 cents. per 100 lb.	Per 100 lb. Sh. 1/10
151	Artificial flies for fishing	*Ad val.* 33⅓%
	The following items have been deleted from the Customs Tariff and the goods concerned will, in future, be classified under Item 177 at a duty of 25% *ad val.*:	
13	Fruit and vegetables.	
70	Refrigerating machinery, refrigerators and air conditioning and cold storage plant, including parts and accessories and refrigerants.	
91	Lime and building plaster.	
125	Handles for tools and implements.	
142	Cups, medals, badges, shields and other similar prizes or awards, not being articles of general utility.	
143	Toys and games, children's, including toy cycles, scooters and the like.	
151	Felt, ruberoid, uralite and similar substances for building purposes; flooring composition and other permanent flooring material (other than wood and cement); roofing compounds; window glass substitutes. (New item 151 substituted as set out above).	

Feugres Publish Glossary for Salt Glazed Pipes

The European Federation of the Salt Glazed Pipe Industry (Feugres), of which the National Salt Glazed Pipe Manufacturers' Association is a member, have published a glossary in four languages – French, German, Italian and English – of terms used by manufacturers and users of glazed vitrified clay pipe. Copies: free from the National Salt Glazed Pipe Manufacturers' Association, Hanover Court, Hanover Street, London, W.1.

WEST AFRICAN CUSTOMS UNION

Modifications to Fiscal Import and Customs Duties

THE *Journal Officiel* of the Islamic Republic of Mauritania dated April 17, 1963, published details of the following modifications in the fiscal import and customs duties now in force:

1. Fiscal Import Duty Modifications:

Tariff No.	Description	Fiscal Import Duty
55.09 A 2 c	Other cotton fabric containing at least 85% of cotton in weight:	
	. . . . Other	15% (1)
	. . . . other dyed	(2)
	Buckwheat, millet, canary seed, grain sorghum (Indian or African millet):	
10.07	Other creals:	
10.07 A	Buckwheat	2%
10.07 B	Other	2% (3)

Notes:
(1) With a minimum tax of 105 francs (C.F.A.) per net kilogramme.
(2) With the exception of fabrics of this description weighing more than 600 grammes per square metre for which the fiscal duty is reduced to 10% and which are not subject to specific taxation.
(3) With the exception of moha seed for the export bird trade, which is exempt.

2. Customs Duty Modifications:

Tariff No.	Description	Customs Duty
	Buckwheat, millet, canary seed, grain sorghum (Indian and African millet):	
10.07	Other cereals:	
10.07 A	Buckwheat	2%
10.07 B	Other	2% (3)
	(Footnote (3) as above).	

The French text of these announcements may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35, Old Bailey, London, E.C.4.

CEYLON

Release of Import Quotas

IMPORT CONTROL Trade Notice No. 14 issued by the Ceylon Controller of Imports and Exports on June 3, 1963 announced that Import Quotas will be released simultaneously, on a date prescribed for each quota item, to all importers who have conformed to the requirements set out in the various Import Control Notices relating to the Import Quota Registration Scheme. Details of these notices were published in the *Board of Trade Journal* as they were issued.

Although applications for the registration of Import Quotas closed on May 31, the Notice also announced that late applications may be considered after the date of release.

Imports of Drugs

IMPORT CONTROL Notice No. 24/63 issued on May 21, 1963, announced a list of drugs which may now be imported without individual licences. These are in addition to the drugs announced in Import Control Notice No. 9/63, details of which were published in the *Board of Trade Journal* of March 8, 1963 (page 594).

The list of drugs may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468).

Extension of Validity of Some Import Licences

IMPORT CONTROL Notice No. 28/63 issued on June 7, 1963, announced that the period of validity of all licences issued for the importation of goods (on an Actual User basis) during 1963, was automatically extended to December 31, 1963.

Imports of Solder Lead

IMPORT CONTROL Notice No. 30/63 issued on June 7, 1963, informed importers that special individual import licences would be required in future for the importation of solder lead and that all outstanding orders for solder lead should be cancelled immediately.

Ceylon (*Continued*)

Imports of Cigarettes, Cigars and Smoking Tobacco

IMPORT CONTROL Notice No. 29/63, issued on June 7, 1963, informed importers that the issue of licences for the importation of cigarettes, cigars and smoking tobacco for supply ex-bond to ships would now be considered by the Control.

FEDERATION OF MALAYA

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Government of the Federation of Malaya have announced that, subject to representations made in writing to the Ministry of Commerce and Industry before July 20, 1963, it is proposed to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Product
Made-up Textiles Manufacture	(i) Jute Bags. (ii) Jute Ropes. (iii) Tarpaulins. (iv) Canvas.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the product mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years, depending on the amount of capital invested in the Federation.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
(A) Manufacture of rubber products.	Tyres and tubes, all types.
(B) Iron and steel.	Spun iron pipes.
(C) 1. Manufacture of industrial equipment.	(i) Water meters.
2. Manufacture of non-ferrous metals.	(ii) Hot stamped non-ferrous products.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before July 15, 1963.

The Singapore Government have also declared the following to be Pioneer Industries and Pioneer Products under the above-mentioned ordinance:

Industries	Products
(A) Chemicals.	Industrial Ethyl alcohol (95% by volume)
(B) Electrical Equipment.	Radio sets, all types.
(C) Manufacture of timber products.	(i) Wood veneer. (ii) Plywood (Minimum annual production of 20m. square feet). (iii) Chip board. (iv) Particle board.

A preliminary notice of the intention of the Singapore Government to designate (A) appeared in the *Board of Trade Journal* of February 22, 1963, page 491. A similar notice about (B) appeared in the *Board of Trade Journal* of March 29, 1963, page 727, and another about (C) appeared in the *Board of Trade Journal* of December 21, 1963, page 1298. Further inquiries about the Pioneer Industries Legislation may be made to the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 6197/2G.

INDONESIA

Changes in Import and Foreign Exchange Regulations

CHANGES HAVE recently been made in the Indonesian import and foreign exchange regulations. Brief details of the new system are as follows:

Imports

Import goods are now divided into three categories, I, II, and III. A new impost (HPN) of RP 270 to the United States dollar is levied on all three categories. In addition, a supplementary HPN of RP 225 to the United States dollar is levied for goods in Category II and of RP 495 to the United States dollar for category III goods. Import duties are levied on the C and F values, excluding landing charges, but including HPN and supplementary HPN imposts at the following rates – Category I-Nil, Category II-50 per cent, Category III-100 per cent. Thus effective exchange rates payable by importer, excluding Laapln and miscellaneous charges, are – Category I-RP 315, Category II-RP 810, Category III-RP 1620.

Exports

The 10 per cent export tax and the Siva system have been abolished. Exporters may now retain 5 per cent of the FOB amount in foreign currency for their own free use. The official basic rate remains RP 45 to the United States dollar, and there is an export incentive of RP 270 to the United States dollar on the FOB amount after deduction of the exporters' 5 per cent. In addition, exporters now receive a special incentive of foreign exchange allocation or quota for imports of 10 per cent of the remaining 95 per cent of their FOB proceeds. For producer-exporters this is increased to 15 per cent. These allocations are not transferable or negotiable and are valid for two months.

A further notice giving fuller details will be published in next week's issue of the *Board of Trade Journal*.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 459).

PHILIPPINES

Licensing and Exchange Controls

A SUMMARY is given below of Import Licensing and exchange control regulations currently in operation in the Philippines.

I. **Import Control**

(a) Import licences are not required.

(b) Imports shall be released from the port of entry only upon presentation of a Release Certificate issued by an Authorised Agent Bank.

(c) All imported goods must be cleared through Customs within 15 days.

II. **Exchange Control**

Foreign exchange for imports may be purchased from Authorised Agent Banks at the prevailing free market rate without prior approval or licencing from the Central Bank subject to the conditions in the following paragraphs.

(a) The Central Bank publishes a Statistical Classification of Commodities in which imported goods are divided into categories according to their essentiality.

(b) Goods (of a c.i.f. value in excess of United States $100) in the undermentioned categories must be imported on Letter of Credit terms. These import Letters of Credit require Special Time Deposits of not less than 120 days

(*Continued on next page*)

The situation abroad

Many businessmen have learned to value the reports on economic, political and social developments in countries overseas that are published regularly by our Intelligence Department. Sixty-eight countries are covered by the series, and each report is normally revised every six months.

Territories covered in recently published reports include Brazil, Ceylon, Cuba, West Germany, Hong Kong, Lebanon, Mexico and Pakistan. A special report on the European Free Trade Association will be available early in July.

Any or all of these can be obtained through any branch of the Bank, or from any of the Foreign Branches listed below. And if you wish we shall be happy to put your name on our mailing list to receive all reports as they appear.

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Southampton: Grosvenor House, 18/20 Cumberland Place

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Philippines (*Continued*)

which are subject to 100 per cent reserve requirements which may be in the form of cash or Government Bonds.

	Special Time Deposit
unclassified items non-essential consumer goods	100 per cent
semi-essential consumer goods non-essential producer goods	75 per cent
semi-essential producer goods	25 per cent

(c) 1. Special Time Deposits are not required for the undermentioned categories of goods which may be financed by D/A or D/P drafts not exceeding 90 days.
essential consumer goods
essential producer goods
decontrolled items
raw materials required by local industries (irrespective of their commodity classification).

2. Raw Materials required by local industries may be financed under open account arrangements payable by Demand Draft, Telegraphic Transfer or Mail Transfer, within 90 days after issuance of the Release Certificate by the Authorized Agent Bank concerned.

(d) Applications to open Letters of Credit must be accompanied by a firm offer by the overseas supplier but where an importer is a sole agent a quotation from a catalogue is sufficient.

(e) There is no limit to the period of validity of a Letter of Credit.

(f) Foreign exchange for invisibles may be sold by Authorized Agent Banks at the prevailing free market rate to any applicant without prior Central Bank licensing.

(g) The import of goods through barter arrangements has to be sanctioned by the Producers Incentives Board even though no currency is involved.

III. **Rate of Exchange**

10.93 pesos = £1 sterling. Free Market Rate (fluctuating).
5.60 pesos = £1 sterling. Official Rate (stable).
The official rate is used only in respect of Philippine exports, 20 per cent of the value of which must be surrendered to the Central Bank at this rate of exchange.

IV. **Third Party Guarantees of Payment**

Third party guarantees of payment coupled with an indemnity can legally be obtained from private sources and two Government Banks: the Philippine National Bank and the Philippine Development Bank. Guarantees of payment and undertakings of sterling availability at due date are not available from the Central Bank.

V. **Other Regulations**

(a) Services must be paid for with exchange purchased on the free market.

(b) All imports with a c.i.f. value in excess of United States $26 or its equivalent require a commercial invoice completed in accordance with the Tariff and Customs Act. Imports with a c.i.f. value of less than United States $26 require no documentation. (Further details of these requirements were given in the *Board of Trade Journal* of March 15, 1963, pages 642-643).

(c) The rate of special import tax on all imports during 1963 is 5.1 per cent.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 457).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'

SARAWAK

Customs Tariff Amended

THE SARAWAK *Government Gazette Extraordinary* of May 28, 1963, contains a copy of the Customs (Import and Export) Duties (Amendment No. 2) Order 1963, which makes the following amendments to the First Schedule to the Customs (Import and Export) Duties order, 1961, details of which were published in the *Board of Trade Journal* of January 19, 1962, pages 123-5.

(A) amends or adds to the following items or sub-items to read:

Item No.	Article	Unit	General Tariff	Preferential Tariff
1	Alcoholic beverages:		$	$
	(a) Sparkling wines not exceeding 42% proof spirit	per gal.	33·75	33·75
	(b) Still wines exceeding 26% but not exceeding 42% proof spirit	per gal.	15·00	15·00
	(c) Still wines not exceeding 26% proof spirit	per gal.	7·50	7·50
	(d) Ale, beer, stout, porter, cider and perry	per gal.	4·20	4·20
	(e) Brandy and whisky:			
	(i) not hereinafter provided for	per pf. gal.	67·25	67·25
	(ii) imported in bottles and accepted by the proper officer of Customs as not exceeding 81% proof spirit	per gal.	49·75	49·75
	(f) Rum and gin:			
	(i) not hereinafter provided for	per pf. gal.	56·60	56·60
	(ii) imported in bottles and accepted by the proper officer of Customs as not exceeding 81% proof spirit	per gal.	39·60	39·60
	(g) Toddy, arrack, sake, pineapple spirit and samsu – including medicated samsu:			
	(i) not hereinafter provided for	per pf. gal.	27·00	27·00
	(ii) imported in bottles and accepted by the proper officer of Customs as not exceeding 81% proof spirit	per gal.	18·90	18·90
	(h) Bitters and liqueurs not exceeding 100% proof spirit	per gal.	56·60	56·60
	(i) Any other alcoholic beverage, n.e.s.	per pf. gal.	67·25	67·25
20	Machinery, plant, apparatus:			
	(c) Machinery, n.e.s.:			
	(d) Engines for marine and industrial use excluding outboard motors and engines imported as an integral part of machinery	ad val.	7½%	7½%
21	Matches (excluding Bengal matches):			
	(a) In containers holding not more than 10 matches	per 100 containers	0·80	0·80
	(b) In containers holding over 10 but not over 20 matches	per 100 containers	1·60	1·60
	(c) In containers holding over 20 but not over 50 matches	per 100 containers	4·00	4·00
	(d) In containers holding over 50 but not over 75 matches	per 100 containers	6·00	6·00
	(e) In containers holding over 75 matches	per 100 containers for each 25 sticks or part thereof in each container	2·00	2·00
28	Paper, pulp and manufactures thereof including bags and containers, printing and wrapping paper, but excluding newsprint	ad val.	15%	15%
29	Petroleum products:			
	(e) Petrol	per gal.	0·65	0·65
	(f) Lubricating oil	per gal.	0·65	0·65
34	Provisions:			
	(e) Fresh fruit and nuts, excluding oil nuts	per pound	0·08	0·08
	(f) Dried fruit, including dehydrated fruits	per pound	0·08	0·08
	(g) Preserved and canned fruit	per pound	0·08	0·08
	(k) Fresh vegetables	per ton	10·00	10·00
	(l) Dried, canned and preserved vegetables	ad val.	10%	10%
	(m) Lard	per pound	0·09	0·09
39	Stationery and stationery supplies including pens and pencils	ad val.	15%	15%
42	Textiles and wearing apparel:			
	(a) Tapestries	ad val.	15%	15%
	(b) Piece-goods:			
	(i) Suitings:			
	(a) made of wool or wool substitutes and mixtures thereof	ad val.	15% min. ·60 per sq. yd.	15% min. ·60 per sq. yd.
	(b) other	ad val.	15% min. ·40 per sq. yd.	15% min. ·40 per sq. yd.
	(ii) Drill	ad val.	15% min. ·16 per sq. yd.	15% min. ·16 per sq. yd.
	(iii) Plain weave cotton cloth of less than 3,000 counts per square inch:			
	(a) Bleached or dyed in the piece	ad val.	15% min. ·08 per sq. yd.	15% min. ·08 per sq. yd.
	(b) Unbleached	ad val.	15% min. ·06 per sq. yd.	15% min. ·06 per sq. yd.
	(iv) Others, excluding textiles containing silk, linen or wool but including sarongs:			
	(a) printed or colour woven	ad val.	15% min. ·12 per sq. yd.	15% min. ·12 per sq. yd.
	(b) bleached or dyed in the piece	ad val.	15% min. ·10 per sq. yd.	15% min. ·10 per sq. yd.
	(c) Jumpers, cardigans, sweaters and pullovers, jerkins and similar garments	ad val.	15% min. ·40 each	15% min. ·40 each
	(d) Shirts and blouses:			
	(i) made of woven cloth	ad val.	15% min. ·30 each	15% min. ·30 each
	(ii) others	ad val.	15% min. ·20 each	15% min. ·20 each
	(e) Underwear and nightwear, including pyjamas, vests, singlets, pants and similar garments	ad val.	15% min. ·20 each	15% min. ·20 each
	(f) Socks and stockings:			
	(i) Stockings made of wool, nylon, silk, artificial silk, including mixtures of the same	ad val.	15% min. 6·00 per dozen pair	15% min. 6·00 per dozen pair
	(ii) Stockings made of cotton	ad val.	15% min. 2·00 per dozen pair	15% min. 2·00 per dozen pair
	(iii) Socks made of wool or nylon, including mixtures of the same	ad val.	15% min. 2·00 per dozen pair	15% min. 2·00 per dozen pair
	(iv) Others	ad val.	15% min. 1·00 per dozen pair	15% min. 1·00 per dozen pair
	(g) Hats and caps:			
	(i) Made of felt	ad val.	15% min. ·32 each	15% min. ·32 each
	(ii) Others	ad val.	15% min. ·16 each	15% min. ·16 each
	(h) Footwear:			
	(i) Slippers	ad val.	15% min. ·40 per pair	15% min. ·40 per pair
	(ii) Boots, shoes and sandals of which the soles are made of rubber and the uppers of:			
	(a) Leather	ad val.	15% min. 1·00 per pair	15% min. 1·00 per pair
	(b) Canvas	ad val.	15% min. ·24 per pair	15% min. ·24 per pair
	(c) Other textile materials including coated canvas	ad val.	15% min. ·40 per pair	15% min. ·40 per pair
	(iii) Wooden clogs	ad val.	15% min. ·10 per pair	15% min. ·10 per pair
	(iv) Made of leather, n.e.s.	ad val.	15% min. 1·50 per pair	15% min. 1·50 per pair
	(v) Others	ad val.	15% min. ·40 per pair	15% min. ·40 per pair
	(i) Blankets, rugs and coverlets:			
	(i) Made of wool or mixtures containing wool	ad val.	15% min. 2·00 each	15% min. 2·00 each
	(ii) Cotton	ad val.	15% min. ·50 each	15% min. ·50 each
	(iii) Others	ad val.	15%	15%
	(j) Trousers made of material not containing wool or wool substitutes:			
	(i) Long	ad val.	15% min. ·80 per pair	15% min. ·80 per pair
	(ii) Others	ad val.	15% min. ·40 per pair	15% min. ·40 per pair
	(k) Apparel for babies	ad val.	15%	15%
	(l) Cotton yarn	ad val.	5%	5%
	(m) Thread made of cotton, linen, ramie, silk, artificial silk, nylon, including mixtures of the same	ad val.	5%	5%
	(n) Any other textiles or textile goods and apparel whether made up or not	ad val.	15%	15%

(*Continued on next page*)

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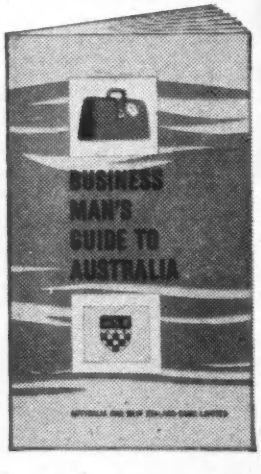

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Sarawak (*Continued*)

(B) Adds the following new items:

Item No.	Article	Unit	General Tariff	Preferential Tariff
13 A	Floor coverings	*ad val.*	15%	15%
15 A	Hardboard and fibreboard	*ad val.*	10%	10%
18 A	Kapok	per pound	0·10	0·10

(C) Deletes the following sub-item:

Item No.	Article	Unit	General Tariff	Preferential Tariff
20	Machinery, plant, apparatus: (e) Machinery, n.e.s.: (c) Outboard motors	*ad val.*	5%	5%

Exemption from Payment of Import Duty

THE SARAWAK *Government Gazette Extraordinary* of May 28, 1963, also contains a copy of the Customs Duty (Exemptions) (Amendment No. 2) Order, 1963 which amends item 39 of the First Schedule to the Customs Duty (Exemptions) Order, 1961 to read as follows:-

39. Materials imported for building purposes; reinforcing bars, expanded metal and welded mesh; plain sheet window glass; manufactured sheeting excluding hardboard and fibreboard corrugated or flat; galvanized iron roofing nails, metal building frames; manhole covers; lightning arresters and conductors; ridgings, ventilators, guttering and supports; plain or galvanized iron or steel pipes and fittings and soil pipes; water and septic tanks and parts and fittings thereof; sanitary and plumbing ware. The Commissioner shall be satisfied such goods will be used solely as building material.

Pioneer Industries Ordinance

THE BOARD OF TRADE have received from Sarawak copies of the following proposed Orders:

(1) The Pioneer Industries (Encouragement) (Menthol Oil, Menthol Crystals and Extracted Menthol Oil) Order, 1963, which declares that:

(a) the manufacture, in Sarawak, of menthol oil, menthol crystals, and extracted menthol oil by the approved process (meaning the treatment of mint plants by steam evaporation and condensation in apparatus of a type and design approved by the Financial Secretary); is a pioneer industry.

(b) menthol oil, menthol crystals, and extracted menthol oil manufactured in Sarawak by the approved process are pioneer products.

(2) The Pioneer Industries (Encouragement) (Tapioca Flour) Order, 1963, which declares that:

(a) the manufacture in Sarawak by mechanical processes (meaning modern machinery of a type and design approved by the Financial Secretary) of tapioca flour (meaning a flour prepared from the roots of the cassava plant) is a pioneer industry.

(b) tapioca flour manufactured in Sarawak by mechanical processes is a pioneer product.

The above Orders are made under Section 3 of the Ordinance, which means that the Governor in Council is:

(a) satisfied that this industry is not being conducted in Sarawak on a commercial scale or at all, and that there are insufficient manufacturing facilities to enable it to be carried on on this scale.

(b) or that there is favourable prospect of further development in the industry.

Approved pioneer manufacturers enjoy the benefit of exemption from Sarawak Company Income Tax in any five of the first eight years of operation and are permitted to import their factory equipment free of duty. Any person wishing to object to the making of this Order should give notice in writing of his objections and the grounds on which he relies in support of his objections, to the Clerk in Councils, Council Chambers, Kuching, on or before June 30, 1963.

Further inquiries about the Pioneer Industries Legislation should be made to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference CRE 582/2/G.

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN MINISTER for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) Continuous filament yarns of polyamides or polyesters or combinations thereof whether or not processed (Tariff Item 460 (B)); and,

(2) Plastic coated fibreglass yarns (Tariff Item 245(B)) **and fabrics woven thereof including insect screening** (Tariff Item 245(C)).

Details of Tariff Item 460(B) and 245(B) will be published in next week's issue of the *Board of Trade Journal*, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Details of the Tariff Item 245(C) are given below:

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
245	Glass fibre (including glass wool) and fibre mixtures containing glass in which the fibres other than glass are not in chief part by weight, and articles made therefrom, yarns and fabrics, of glass fibre or having a fibre content of glass or of glass with other fibres, the fibres other than glass not being in chief part by weight of the fibre content, and articles made therefrom: (C) Fabrics . . . *ad val.*	20%	30%	30%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 12, 1963.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 7579/63 and (2) C.R.E. 7580/63.

Import Licensing Relaxations

A NOTICE WAS published in the *Board of Trade Journal* of November 2, 1962 (page 916) giving details of the revised Schedule of Categories of goods remaining subject to import licensing controls in Australia. Amendments were subsequently published on February 22, 1963 (page 480), April 12, 1963 (page 860) and May 24, 1963 (page 1211).

The Australian Department of Trade has now advised that penicillin and streptomycin and preparations of these products are removed from licensing control as from June 4, 1963.

Consequent upon this decision the Schedule of Categories should be amended as follows:—

Category Item	Short Description	Licensing Treatment
Delete:		
280R	Benzylpenicillin and its salts	ADM.
280 S	Phenoxymethylpenicillin and its salts	ADM.
280 T	Streptomycin sulphate	ADM.
285 A 1	Medicinal preparations of benzylpenicillin and its salts, phenoxymethylpenicillin and its salts, and streptomycin sulphate . .	ADM.

Import Licensing Controls (Timber)

A NOTICE PUBLISHED in the Board of Trade Journal on January 11, 1963 and amended on February 22, 1963 gave details of the levels of quotas for the January-June 1963 licensing period for the following category items:—

Category Item	Short description	Licensing Treatment
ex 291 H	Douglas fir, hemlock and balsam	A
ex 291 H	Balance excluding radiatapine and balsa	A
ex 291 L	Timber dressed or moulded, n.e.i. etc. – excluding weatherboards, flooring boards and linings	A

Licensing periods are of six months duration and quotas for the period July-December 1963 have now been announced.

The levels of quotas for the above category items for the July-December 1963 licensing period will be the same as for the two preceding periods, i.e. 25 per cent for the total quantity of timber imported under these items in the two years 1960/61 and 1961/62.

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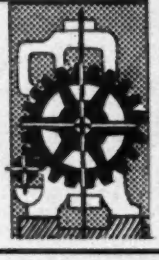

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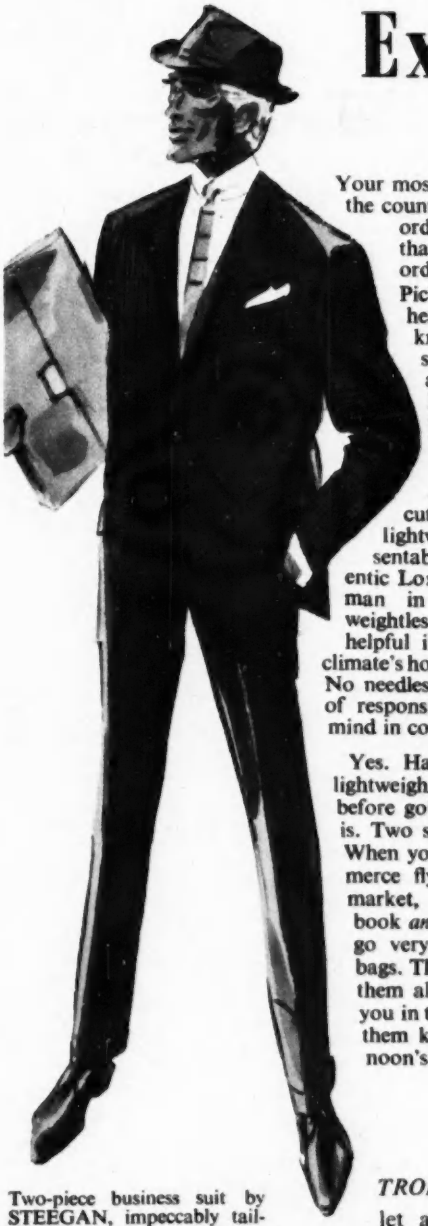

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